

Shidler Portfolio

October Receivers Report

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Executive Summary

Shidler Portfolio – October 2020

October Income & Expense - Consolidated

Actual		Current Month Budget		Actual		
October 2020		October 2020		October 2019		
40.69%		75.29%		75.21%		Occupancy
\$97.98		\$127.90		\$124.53		Average Daily Rate (ADR)
\$39.86		\$96.29		\$93.65		Revenue Per Available Room (RevPAR)
Revenue						
3,562,842.45	95.84%	8,605,752.00	94.48%	8,370,179.80	94.25%	Rooms
56,694.99	1.53%	319,074.00	3.50%	314,844.00	3.55%	Food and Beverage
79,168.87	2.13%	155,810.00	1.71%	161,411.19	1.82%	Total Other Operated Departments
18,928.39	0.51%	28,274.00	0.31%	34,653.76	0.39%	Rentals and Other Income
3,717,634.70	100.00%	9,108,910.00	100.00%	8,881,088.75	100.00%	Total Revenue
Departmental Expenses						
876,403.44	23.57%	1,980,956.00	21.75%	1,984,484.09	22.35%	Rooms
37,169.73	1.00%	229,372.00	2.52%	225,166.08	2.54%	Food and Beverage
15,553.35	0.42%	36,766.00	0.40%	40,971.14	0.46%	Other Operated Departments
929,126.52	24.99%	2,247,094.00	24.67%	2,250,621.31	25.34%	Total Departmental Expenses
2,788,508.18	75.01%	6,861,816.00	75.33%	6,630,467.44	74.66%	Total Departmental Income
Undistributed Operating Expenses						
408,544.88	10.99%	754,073.00	8.28%	763,151.10	8.59%	Administrative and General
83,549.06	2.25%	87,450.00	0.96%	98,052.40	1.10%	Information & Telecommunications
581,234.01	15.63%	1,300,035.00	14.27%	1,208,860.97	13.61%	Sales and Marketing
251,080.96	6.75%	399,711.00	4.39%	410,603.87	4.62%	Property Operation and Maintenance
261,092.36	7.02%	328,399.00	3.61%	337,660.13	3.80%	Utilities
1,585,501.27	42.65%	2,869,668.00	31.50%	2,818,328.47	31.73%	Total Undistributed Expenses
1,203,006.91	32.36%	3,992,148.00	43.83%	3,812,138.97	42.92%	Gross Operating Profit
163,197.43	4.39%	245,352.00	2.69%	238,953.57	2.69%	Total Management Fees
1,039,809.48	27.97%	3,746,796.00	41.13%	3,573,185.40	40.23%	Income Before Non Operating Income And Expense
Non Operating Expense						
1,668,408.52	44.88%	1,708,741.00	18.76%	1,634,693.42	18.41%	Fixed Expenses
1,668,408.52	44.88%	1,708,741.00	18.76%	1,634,693.42	18.41%	Total Non Operating Expenses
(628,599.04)	-16.91%	2,038,055.00	22.37%	1,938,491.98	21.83%	Net Operating Income
466,228.05	12.54%	477,967.00	5.25%	476,505.26	5.37%	Interest
1,563,584.00	42.06%	650,932.00	7.15%	1,625,637.00	18.30%	Other
(2,658,411.09)	-71.51%	909,156.00	9.98%	(163,650.28)	-1.84%	Adjusted Net Operating Income

Summary

October did experience a healthy uptick in Total Revenues (+12%) and GOP (+37%) as compared to the September results, gaining in performance while the US Industry posted a small RevPAR decline from September to October. Unfortunately, the industry as a whole continues to suffer massive declines year over year, down 49% in RevPAR and 50% in Revenues for October. Total Revenues for the portfolio declined 58.1% year over year, ending the month at \$3,717,635. Mix of business remained relatively stable as there were few opportunities expanded in F&B or Catering. Operational efficiency improved dramatically, from 26.4% GOP in September to 32.4% in October, though again NOI performance was negative.

Chartwell portfolio consolidated performance:

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
65,906		65,906		0	65,906		0	Total Rooms Available	648,430		648,430		0	646,304		2,126
26,378		48,221		-21,843	48,261		-21,883	Total Rooms Sold	258,469		460,311		-201,842	449,493		-19,024
40.02%		73.17%		-33.14%	73.23%		-33.20%	Occupancy %	39.86%		70.99%		-31.13%	69.55%		-29.69%
83.16		109.26		-26.10	107.40		-24.24	Average Rate	102.30		115.61		-13.31	114.92		-12.62
33.28		79.94		-46.66	78.64		-45.36	REVPAR	40.78		82.07		-41.30	79.92		-39.15
REVENUES																
2,193,567	95.74	5,268,635	94.96	-3,075,068	5,183,018	95.07	-2,989,451	ROOMS	26,441,430	96.15	53,218,813	95.37	-26,777,383	51,655,659	95.29	-25,214,229
38,611	1.69	139,090	2.51	-100,479	129,897	2.38	-91,286	FOOD	369,174	1.34	1,234,204	2.21	-865,031	1,238,270	2.28	-869,096
7,043	0.31	31,866	0.57	-24,823	27,065	0.50	-20,022	BEVERAGE	72,852	0.26	283,017	0.51	-210,166	246,172	0.45	-173,320
51,999	2.27	108,488	1.96	-56,490	111,545	2.05	-59,546	MISCELLANEOUS	615,801	2.24	1,067,255	1.91	-451,454	1,065,970	1.97	-450,169
2,291,219	100.00	5,548,079	100.00	-3,256,860	5,451,524	100.00	-3,160,305	TOTAL REVENUES	27,499,256	100.00	55,803,289	100.00	-28,304,033	54,206,070	100.00	-26,706,814
DEPARTMENT EXPENSES																
531,297	24.22	1,242,914	23.59	-711,616	1,229,495	23.72	-698,198	ROOMS EXPENSE	6,276,244	23.74	12,050,879	22.64	-5,774,635	11,578,983	22.42	-5,302,739
30,176	78.15	117,622	84.57	-87,447	111,882	86.13	-81,707	FOOD EXPENSE	403,319	109.25	1,120,937	90.82	-717,617	1,122,282	90.63	-78,963
5,400	76.68	15,238	47.82	-9,837	12,103	44.72	-6,703	BEVERAGE EXPENSE	57,063	78.33	127,405	45.02	-70,342	135,122	54.89	-78,059
9,249	17.79	25,828	23.81	-16,580	28,649	25.68	-19,401	MISCELLANEOUS EXPENSE	122,456	19.89	251,073	23.53	-128,616	291,457	27.34	-169,001
576,122	25.14	1,401,602	25.26	-825,481	1,382,130	25.35	-806,009	TOTAL DEPARTMENTAL EXPENSES	6,859,083	24.94	13,550,294	24.28	-6,691,211	13,127,844	24.22	-6,268,761
DEPARTMENTAL PROFIT																
1,662,270	75.78	4,025,721	76.41	-2,363,452	3,953,523	76.28	-2,291,253	ROOMS PROFIT	20,165,186	76.26	41,167,934	77.36	-21,002,748	40,076,676	77.58	-19,911,490
8,435	21.85	21,467	15.43	-13,032	18,015	13.87	-9,579	FOOD PROFIT	-34,145	-9.25	113,268	9.18	-147,413	115,987	9.37	-50,133
1,642	23.32	16,628	52.18	-14,986	14,962	55.28	-13,319	BEVERAGE PROFIT	15,788	21.67	155,612	54.98	-139,824	111,050	45.11	-95,261
42,750	82.21	82,660	76.19	-39,910	82,895	74.32	-40,145	MISCELLANEOUS PROFIT	493,344	80.11	816,182	76.47	-322,838	774,512	72.66	-281,168
1,715,097	74.86	4,146,477	74.74	-2,431,379	4,069,394	74.65	-2,354,297	TOTAL DEPARTMENTAL PROFIT	20,640,173	75.06	42,252,995	75.72	-21,612,822	41,078,226	75.78	-20,438,052
250,841	10.95	515,266	9.29	-264,425	505,098	9.27	-254,257	A & G EXPENSE	3,998,951	14.54	5,360,780	9.61	-1,361,829	5,314,841	9.80	-1,315,890
47,150	2.06	37,176	0.67	9,974	38,159	0.70	8,991	TELECOM	406,934	1.48	372,282	0.67	34,652	383,994	0.71	22,940
93,778	4.09	190,373	3.43	-96,595	161,575	2.96	-67,797	SALES & MARKETING EXPENSES	1,209,673	4.40	2,000,233	3.58	-790,560	1,803,091	3.33	-593,419
295,579	12.90	662,529	11.94	-366,951	639,495	11.73	-343,917	FRANCHISE FEES	3,328,368	12.10	6,614,288	11.85	-3,285,920	6,457,464	11.91	-3,129,096
157,116	6.86	254,328	4.58	-97,212	261,015	4.79	-103,899	MAINTENANCE EXPENSES	1,611,994	5.86	2,535,447	4.54	-923,453	2,478,723	4.57	-866,730
173,737	7.58	223,872	4.04	-50,134	228,926	4.20	-55,189	UTILITIES EXPENSE	1,771,939	6.44	2,282,339	4.09	-510,400	2,231,839	4.12	-459,899
1,018,201	44.44	1,883,543	33.95	-865,343	1,834,269	33.65	-816,069	TOTAL ADMIN EXPENSES	12,327,859	44.83	19,165,369	34.34	-6,837,510	18,669,952	34.44	-6,342,093
696,897	30.42	2,262,933	40.79	-1,566,037	2,235,125	41.00	-1,538,228	HOUSE PROFIT	8,312,314	30.23	23,087,626	41.37	-14,775,312	#####	41.34	-14,095,960
FIXED EXPENSES																
120,405	5.26	138,765	2.50	-18,360	136,290	2.50	-15,885	MANAGEMENT FEES	874,208	3.18	1,395,706	2.50	-521,497	1,355,259	2.50	-48,1050
990,838	43.25	1,050,626	18.94	-59,788	1,007,394	18.48	-16,555	FIXED EXPENSES	10,304,265	37.47	10,469,780	18.76	-165,515	10,194,150	18.81	110,116
-414,346	-18.08	1,073,543	19.35	-1,487,889	1,091,441	20.02	-1,505,788	NET OPERATING INCOME	-2,866,160	-10.42	11,222,141	20.11	-14,088,300	10,858,865	20.03	-13,725,025
1,563,584	68.24	650,932	11.73	912,652	1,625,637	29.82	-62,053	Other	16,037,083	58.32	6,510,644	11.67	9,526,439	16,455,292	30.36	-418,209
-1,977,930	-86.33	422,611	7.62	-2,400,541	-534,195	-9.80	-1,443,735	N.I. after Other	-18,903,243	-68.74	4,711,496	8.44	-23,614,739	-5,596,427	-10.32	-13,306,816

Hersha portfolio consolidated performance:

Current Month						Year to Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
23,467		23,467		23,467		Total Available Rooms	230,885	230,885		230,128	
9,984		19,064		18,953		Rooms Sold	103,962	185,713		188,322	
42.54%		81.24%		80.76%		Occupancy	45.03%	80.44%		81.83%	
\$137.15		\$175.05		\$168.16		Average Daily Rate (ADR)	\$145.79	\$170.87		\$166.96	
\$58.35		\$142.20		\$135.81		Revenue Per Available Room (ReVPAR)	\$65.65	\$137.44		\$136.63	
						Revenue					
1,369,275.45	95.99%	3,337,117.00	93.72%	3,187,161.80	92.93%	Rooms	15,156,990.77	31,732,879.00	93.57%	31,441,568.32	93.43%
11,040.99	0.77%	148,118.00	4.16%	157,882.00	4.60%	Food and Beverage	345,395.70	1,355,829.00	4.00%	1,310,278.99	3.89%
						Other Operated Departments					
27,169.87	1.90%	47,322.00	1.33%	49,866.19	1.45%	Other Misc	315,671.77	526,348.00	1.55%	558,031.30	1.66%
27,169.87	1.90%	47,322.00	1.33%	49,866.19	1.45%	Total Other Operated Departments	315,671.77	526,348.00	1.55%	558,031.30	1.66%
18,928.39	1.33%	28,274.00	0.79%	34,653.76	1.01%	Rentals and Other Income	216,376.11	297,850.00	0.88%	340,934.03	1.01%
1,426,414.70	100.00%	3,560,831.00	100.00%	3,429,563.75	100.00%	Total Revenue	16,034,434.35	33,912,906.00	100.00%	33,650,812.64	100.00%
						Departmental Expenses					
345,106.44	24.19%	738,042.00	20.73%	754,989.09	22.01%	Rooms	3,973,874.47	7,297,756.00	21.52%	7,276,778.65	21.62%
1,593.73	0.11%	96,512.00	2.71%	101,181.08	2.95%	Food and Beverage	216,097.69	872,666.00	2.57%	888,896.01	2.64%
						Other Operated Departments					
6,304.35	0.44%	10,938.00	0.31%	12,322.14	0.36%	Other Misc	56,433.67	114,535.00	0.34%	116,516.03	0.35%
6,304.35	0.44%	10,938.00	0.31%	12,322.14	0.36%	Other Operated Departments	56,433.67	114,535.00	0.34%	116,516.03	0.35%
353,004.52	24.75%	845,492.00	23.74%	868,492.31	25.32%	Total Departmental Expenses	4,246,405.83	8,284,957.00	24.43%	8,282,190.69	24.61%
1,073,410.18	75.25%	2,715,339.00	76.26%	2,561,071.44	74.68%	Total Departmental Income	11,788,028.52	25,627,949.00	75.57%	25,368,621.95	75.39%
						Undistributed Operating Expenses					
157,703.88	11.06%	238,807.00	6.71%	258,053.10	7.52%	Administrative and General	1,670,048.06	2,334,486.00	6.88%	2,340,068.18	6.95%
36,399.06	2.55%	50,274.00	1.41%	59,893.40	1.75%	Information & Telecommunications	414,638.90	503,570.00	1.48%	531,493.22	1.58%
191,877.01	13.45%	447,133.00	12.56%	407,790.97	11.89%	Sales and Marketing	2,072,860.65	4,207,019.00	12.41%	3,959,719.78	11.77%
93,964.96	6.59%	145,383.00	4.08%	149,588.87	4.36%	Property Operation and Maintenance	1,013,990.77	1,479,139.00	4.36%	1,500,844.79	4.46%
87,355.36	6.12%	104,527.00	2.94%	108,734.13	3.17%	Utilities	900,162.46	1,110,512.00	3.27%	1,094,276.23	3.25%
567,300.27	39.77%	986,124.00	27.69%	984,060.47	28.69%	Total Undistributed Expenses	6,071,700.84	9,634,726.00	28.41%	9,426,402.20	28.01%
506,109.91	35.48%	1,729,215.00	48.56%	1,577,010.97	45.98%	Gross Operating Profit	5,716,327.68	15,993,223.00	47.16%	15,942,219.75	47.38%
42,792.43	3.00%	106,587.00	2.99%	102,663.57	2.99%	Management Fees	480,633.46	1,015,450.00	2.99%	1,007,698.60	2.99%
42,792.43	3.00%	106,587.00	2.99%	102,663.57	2.99%	Total Management Fees	480,633.46	1,015,450.00	2.99%	1,007,698.60	2.99%
463,317.48	32.48%	1,622,628.00	45.57%	1,474,347.40	42.99%	Income Before Non Operating Income And Expense	5,235,694.22	14,977,773.00	44.17%	14,934,521.15	44.38%
						Non Operating Expense					
392,602.22	27.52%	410,682.00	11.53%	400,000.00	11.66%	Rent	3,992,657.72	4,071,950.00	12.01%	3,562,250.00	10.59%
211,893.10	14.85%	195,758.00	5.50%	167,891.83	4.90%	Property and Other Taxes	2,461,532.56	1,957,584.00	5.77%	1,843,087.07	5.48%
67,845.24	4.76%	51,675.00	1.45%	52,499.03	1.53%	Insurance	642,925.80	519,189.00	1.53%	390,150.34	1.16%
5,229.96	0.37%		0.00%	6,908.56	0.20%	Owner's Expense	61,941.05		0.00%	59,112.77	0.18%
	0.00%		0.00%		0.00%	Extraordinary Gain/Loss	(24,899.08)		0.00%		0.00%
677,570.52	47.50%	658,115.00	18.48%	627,299.42	18.29%	Total Non Operating Expenses	7,134,158.05	6,548,723.00	19.31%	5,854,600.18	17.40%
(214,253.04)	-15.02%	964,513.00	27.09%	847,258.56	24.70%	Net Operating Income	(1,898,463.83)	8,431,280.00	24.86%	9,082,361.31	26.99%

October STR Performance - Consolidated

	Values																	
	Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR.	Hotel % ADR Change	Comp Set ADR.	Comp Set % ADR Change	ADR Index.	ADR Index % Change	Hotel RevPar.	Hotel % RevPar Change	Comp Set RevPar.	Comp Set % RevPar Change	RevPar Index.	RevPar Index % Change
MONTH PORTFOLIO	40.7%	-45.9%	44.4%	-39.2%	91.6%	-11.0%	\$97.34	-21.9%	\$87.31	-29.0%	111.5%	10.1%	\$39.63	-57.7%	\$38.79	-56.8%	102.1%	-2.1%
T3 PORTFOLIO	38.3%	-46.9%	40.9%	-40.9%	93.8%	-10.2%	\$97.78	-18.6%	\$87.24	-26.7%	112.1%	11.0%	\$37.47	-56.8%	\$35.65	-56.7%	105.1%	-0.3%
YTD PORTFOLIO	41.2%	-43.4%	41.1%	-42.1%	100.2%	-2.2%	#####	-42.1%	\$109.90	-14.0%	104.4%	-32.7%	\$47.28	-67.2%	\$45.17	-50.2%	104.7%	-34.2%
T12 PORTFOLIO	45.6%	-36.2%	45.3%	-35.3%	100.7%	-1.3%	#####	-10.2%	\$111.71	-11.3%	103.6%	1.3%	\$52.76	-42.7%	\$50.60	-42.6%	104.3%	0.0%
MONTH	Values																	
	Hotel Occupancy	Hotel % Occ Change	Comp Set Occupancy	Comp Set % Occ Change	Occupancy Index	Occ Index % Change	Hotel ADR.	Hotel % ADR Change	Comp Set ADR.	Comp Set % ADR Change	ADR Index.	ADR Index % Change	Hotel RevPar.	Hotel % RevPar Change	Comp Set RevPar.	Comp Set % RevPar Change	RevPar Index.	RevPar Index % Change
Comfort Inn Cross Creek	43.1	-32.4	49.6	2.7	86.9	-34.2	72.29	-6.3	72.88	0.0	99.2	-6.2	31.18	-36.7	36.15	2.6	86.2	-38.3
Courtyard Alexandria Pentagon South	19.1	-73.1	32.0	-60.0	59.7	-32.9	74.70	-46.3	82.77	-44.9	90.3	-2.5	14.27	-85.6	26.47	-77.9	53.9	-34.6
Courtyard Chicago St Charles	46.8	-34.0	37.3	-48.8	125.7	28.8	87.34	-28.0	89.38	-17.6	97.7	-12.7	40.91	-52.5	33.31	-57.8	122.8	12.5
Courtyard Houston Brookhollow	28.0	-50.1	38.8	-38.3	72.1	-19.1	71.98	-18.6	75.92	-23.9	94.8	6.9	20.13	-59.4	29.45	-53.0	68.4	-13.5
Fairfield Inn & Suites Naples	55.9	3.1	41.4	-14.8	135.0	20.9	82.38	1.8	77.59	-12.0	106.2	15.7	46.05	4.9	32.13	-25.0	143.3	39.9
Fairfield Inn & Suites Orlando Near Universal Orlando Resort	36.4	-53.5	51.4	-35.2	70.8	-28.3	64.96	-40.8	67.00	-37.8	97.0	-4.8	23.65	-72.5	34.44	-59.7	68.7	-31.7
Hampton by Hilton Inn & Suites Clermont	70.9	-7.7	58.2	-20.4	122.0	15.9	103.26	-17.8	94.02	-13.0	109.8	-5.5	73.25	-24.2	54.68	-30.7	133.9	9.5
Hampton by Hilton Inn & Suites Fort Myers Estero/FGCU	41.7	-46.1	55.5	-30.6	75.2	-22.3	89.95	-9.2	97.43	-12.1	92.3	3.3	37.51	-51.0	54.04	-39.0	69.4	-19.7
Hampton by Hilton Inn & Suites Stuart-North	55.9	-41.2	54.1	-20.3	103.3	-26.2	86.30	-26.7	83.13	-12.6	103.8	-16.2	48.20	-56.9	44.95	-30.3	107.2	-38.1
Hampton by Hilton Inn Atlanta-Perimeter Center	30.9	-51.4	52.6	-14.4	58.7	-43.2	69.29	-37.7	71.48	-38.9	96.9	2.0	21.40	-69.7	37.59	-47.7	56.9	-42.1
Hampton by Hilton Inn Charlotte-University Place	21.5	-70.4	39.0	-45.5	55.1	-45.7	80.57	-20.1	72.46	-26.7	111.2	8.9	17.31	-76.4	28.24	-60.0	61.3	-40.9
Hampton by Hilton Inn Raleigh/Cary	35.9	-57.0	52.4	-31.3	68.4	-37.5	78.25	-31.9	77.14	-27.9	101.4	-5.6	28.08	-70.7	40.46	-50.4	69.4	-40.9
Hilton Garden Inn Atlanta North Alpharetta	33.1	-54.8	36.7	-52.8	90.3	-4.2	78.84	-48.5	67.06	-49.2	117.6	1.3	26.11	-76.7	24.59	-76.0	106.2	-3.0
Hilton Garden Inn San Antonio Airport	44.3	-47.8	40.8	-45.3	108.7	-4.5	73.53	-12.0	71.29	-22.4	103.1	13.4	32.60	-54.0	29.07	-57.5	112.2	8.3
Homewood Suites by Hilton Houston Clearlake	64.9	-27.3	70.3	14.8	92.3	-36.6	86.11	-28.2	79.29	-26.7	108.6	-2.0	55.88	-47.8	55.76	-15.8	100.2	-37.9
Homewood Suites by Hilton Phoenix Metro Center	44.1	-46.0	44.9	-37.4	98.1	-13.7	92.58	-1.1	78.27	-10.0	118.3	9.9	40.79	-46.6	35.16	-43.7	116.0	-5.2
Homewood Suites by Hilton Raleigh Crabtree Valley	47.2	-42.8	46.4	-44.3	101.6	2.7	91.79	-28.1	94.08	-21.2	97.6	-8.7	43.29	-58.8	43.69	-56.1	99.1	-6.2
Hyatt House Pleasant Hill	54.5	-36.9	34.1	-59.4	159.7	55.5	169.62	-6.5	128.24	-22.2	132.3	20.2	92.48	-41.0	43.78	-68.4	211.2	86.9
Hyatt House Pleasanton	39.1	-54.5	35.8	-56.3	109.1	4.1	151.48	-30.9	106.53	-41.6	142.2	18.3	59.17	-68.6	38.14	-74.5	155.1	23.1
Hyatt House Scottsdale Old Town	51.0	-40.2	55.2	-35.6	92.4	-7.1	137.91	-12.1	111.72	-24.0	123.4	15.6	70.34	-47.5	61.65	-51.1	114.1	7.4
Residence Inn Greenbelt	60.2	-24.1	35.2	-53.0	170.8	61.3	125.05	-17.3	78.00	-34.0	160.3	25.3	75.26	-37.3	27.49	-69.0	273.7	102.1
SpringHill Suites Naples	3.0	-95.0	40.1	-23.9	7.4	-93.5	58.21	-33.1	81.29	-14.8	71.6	-21.6	1.73	-96.7	32.59	-35.2	5.3	-94.9

Summary

Occupancies throughout the portfolio rose 3% from September (37.6%) to October (40.7%) with improvements in leisure markets such as central Florida, the California properties and even Atlanta. ADR declined less than 1% month to month, so discounting did not drive the improvement, and RevPAR's experienced a month over month lift of \$2.70. Overall, however, the portfolio continues to underperform the US TRI Average in Occupancy (40.7% vs 46.5%) and RevPAR (\$39.63 vs \$45.37). The portfolio ADR was within \$0.27 of the national average. Just as US declines month over month increased September to October when comparing to prior year, the portfolio decline inched up from -56% to -58%. The consolidated performance was above the defined competitive sets in ADR (111.5 Index) and RevPAR (102.1 Index) but fell short in Occupancy Index at only 91.6. Twelve of the 22 properties exceeded comp set RevPAR performance, though only 8 of the properties reflected a gain in share for the month.

October performance – Hersha managed assets:

		Comp Set																	
		Hotel	Hotel % Occ	Comp Set	Comp Set	Occupancy	Occ Index %	Hotel % ADR	Comp Set	Comp Set	ADR	ADR Index %	Hotel	Hotel %	Comp Set	Comp Set	RevPar	RevPar	
		Occupancy	Change	Occupancy	Change	Index	Change	ADR	ADR	ADR	Index	Change	RevPar	RevPar	RevPar	RevPar	Index	Index	
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October performance – Chartwell managed assets:

MONTH	▼	Comp Set																	
		Hotel	Hotel % Occ	Comp Set	Comp Set	Occupancy	Occ Index %	Hotel % ADR	Comp Set	Comp Set	ADR	ADR Index %	Hotel	Hotel %	Comp Set	Comp Set	RevPar		
		Occupancy	Change	Occupancy	% Occ Change	Index	Change	ADR	Change	ADR	% ADR Change	Index	Change	RevPar	RevPar Change	RevPar	% RevPar Change	Index	Index % Change
MONTH PORTFOLIO		40.1%	-45.3%	47.2%	-31.4%	84.9%	-20.2%	\$82.28	-23.5%	\$79.84	-23.2%	103.1%	-0.4%	\$32.96	-58.1%	\$37.68	-47.3%	87.5%	-20.5%
T3 PORTFOLIO		36.2%	-47.2%	43.2%	-33.1%	83.9%	-21.0%	\$82.35	-20.6%	\$80.16	-20.3%	102.7%	-0.3%	\$29.85	-58.1%	\$34.62	-46.7%	86.2%	-21.2%
YTD PORTFOLIO		39.8%	-42.7%	42.4%	-37.6%	94.0%	-8.2%	\$102.27	-49.2%	\$100.41	-10.4%	101.9%	-43.3%	\$40.74	-70.9%	\$42.55	-44.1%	95.7%	-48.0%
T12 PORTFOLIO		44.1%	-35.5%	46.0%	-31.6%	95.9%	-5.8%	\$103.06	-9.5%	\$101.21	-8.7%	101.8%	-0.9%	\$45.44	-41.6%	\$46.54	-37.5%	97.6%	-6.6%
Values																			
MONTH	▼	Hotel	Hotel % Occ	Comp Set	Comp Set	Occupancy	Occ Index %	Hotel ADR	Hotel % ADR	Comp Set	Comp Set	ADR	ADR Index %	Hotel	Hotel %	Comp Set	Comp Set	RevPar	RevPar
		Occupancy	Change	Occupancy	% Occ Change	Index	Change	ADR	Change	ADR	% ADR Change	Index	Change	RevPar	RevPar Change	RevPar	% RevPar Change	Index	Index % Change
Comfort Inn Cross Creek		43.1	-32.4	49.6	2.7	86.9	-34.2	72.29	-6.3	72.88	0.0	99.2	-6.2	31.18	-36.7	36.15	2.6	86.2	-38.3
Courtyard Chicago St Charles		46.8	-34.0	37.3	-48.8	125.7	28.8	87.34	-28.0	89.38	-17.6	97.7	-12.7	40.91	-52.5	33.31	-57.8	122.8	12.5
Courtyard Houston Brookhollow		28.0	-50.1	38.8	-38.3	72.1	-19.1	71.98	-18.6	75.92	-23.9	94.8	6.9	20.13	-59.4	29.45	-53.0	68.4	-13.5
Fairfield Inn & Suites Naples		55.9	3.1	41.4	-14.8	135.0	20.9	82.38	1.8	77.59	-12.0	106.2	15.7	46.05	4.9	32.13	-25.0	143.3	39.9
Fairfield Inn & Suites Orlando Near Universal Orlando Resort		36.4	-53.5	51.4	-35.2	70.8	-28.3	64.96	-40.8	67.00	-37.8	97.0	-4.8	23.65	-72.5	34.44	-59.7	68.7	-31.7
Hampton by Hilton Inn & Suites Clermont		70.9	-7.7	58.2	-20.4	122.0	15.9	103.26	-17.8	94.02	-13.0	109.8	-5.5	73.25	-24.2	54.68	-30.7	133.9	9.5
Hampton by Hilton Inn & Suites Fort Myers Estero/FGCU		41.7	-46.1	55.5	-30.6	75.2	-22.3	89.95	-9.2	97.43	-12.1	92.3	3.3	37.51	-51.0	54.04	-39.0	69.4	-19.7
Hampton by Hilton Inn & Suites Stuart-North		55.9	-41.2	54.1	-20.3	103.3	-26.2	86.30	-26.7	83.13	-12.6	103.8	-16.2	48.20	-56.9	44.95	-30.3	107.2	-38.1
Hampton by Hilton Inn Atlanta-Perimeter Center		30.9	-51.4	52.6	-14.4	58.7	-43.2	69.29	-37.7	71.48	-38.9	96.9	2.0	21.40	-69.7	37.59	-47.7	56.9	-42.1
Hampton by Hilton Inn Charlotte-University Place		21.5	-70.4	39.0	-45.5	55.1	-45.7	80.57	-20.1	72.46	-26.7	111.2	8.9	17.31	-76.4	28.24	-60.0	61.3	-40.9
Hampton by Hilton Inn Raleigh/Cary		35.9	-57.0	52.4	-31.3	68.4	-37.5	78.25	-31.9	77.14	-27.9	101.4	-5.6	28.08	-70.7	40.46	-50.4	69.4	-40.9
Hilton Garden Inn Atlanta North Alpharetta		33.1	-54.8	36.7	-52.8	90.3	-4.2	78.84	-48.5	67.06	-49.2	117.6	1.3	26.11	-76.7	24.59	-76.0	106.2	-3.0
Hilton Garden Inn San Antonio Airport		44.3	-47.8	40.8	-45.3	108.7	-4.5	73.53	-12.0	71.29	-22.4	103.1	13.4	32.60	-54.0	29.07	-57.5	112.2	8.3
Homewood Suites by Hilton Houston Clearlake		64.9	-27.3	70.3	14.8	92.3	-36.6	86.11	-28.2	79.29	-26.7	108.6	-2.0	55.88	-47.8	55.76	-15.8	100.2	-37.9
Homewood Suites by Hilton Phoenix Metro Center		44.1	-46.0	44.9	-37.4	98.1	-13.7	92.58	-1.1	78.27	-10.0	118.3	9.9	40.79	-46.6	35.16	-43.7	116.0	-5.2
Homewood Suites by Hilton Raleigh Crabtree Valley		47.2	-42.8	46.4	-44.3	101.6	2.7	91.79	-28.1	94.08	-21.2	97.6	-8.7	43.29	-58.8	43.69	-56.1	99.1	-6.2
SpringHill Suites Naples		3.0	-95.0	40.1	-23.9	7.4	-93.5	58.21	-33.1	81.29	-14.8	71.6	-21.6	1.73	-96.7	32.59	-35.2	5.3	-94.9

Property Highlights - Chartwell:

Comfort Inn Fayetteville

- 42.6% Occupancy; \$73.19 ADR; \$31.18 RevPAR (+6% vs Sept); \$172,533 Total Revenues; \$75,489 GOP; \$41,507 NOI
- November FC – 39.3% @ \$70.54, \$20,285 NOI; December FC – 36.3% @ \$68.09, \$11,181 NOI
- Potential mold concern (A Building, 2nd floor, 10 rooms) addressed with on-site staff.

Courtyard Chicago St Charles

- 46.9% Occupancy; \$96.41 ADR; \$45.26 RevPAR (+7% vs Sept); \$173,907 Total Revenues; \$64,765 GOP; \$10,074 NOI
- November FC – 33.6% @ \$90.08, **-\$21,232 NOI**; December FC – 28.5% @ \$91.20, **-\$29,888 NOI**
- Stronger local COVID mitigation mandates had an immediate negative impact on performance towards the end of the month.

Courtyard Houston Brookhollow

- 28.0% Occupancy; \$71.68 ADR; \$20.06 RevPAR (+10% vs Sept); \$126,337 Total Revenues; \$23,745 GOP; **-\$71,670 NOI**
- November FC – 17.4% @ \$73.04, **-\$102,542 NOI**; December FC – 16.5% @ \$68.87, **-\$110,961 NOI**
- Task Force GM on site beginning the end of October.

Fairfield Inn & Suites Naples

- 56.0% Occupancy; \$82.28 ADR; \$46.05 RevPAR (+11% vs Sept); \$158,299 Total Revenues; \$53,916 GOP; **-\$3,369 NOI**
- November FC – 58.1% @ \$84.53, **-\$556 NOI**; December FC – 58.1% @ \$97.14, \$16,483 NOI
- Small sports groups bookings throughout the month.

Fairfield Inn & Suites Orlando Universal

- 36.4% Occupancy; \$64.91 ADR; \$23.65 RevPAR (+56% vs Sept); \$86,350 Total Revenues; \$9,255 GOP; **-\$59,551 NOI**
- November FC – 31.4% @ \$73.31, **-\$55,725 NOI**; December FC – 33.8% @ \$77.35, **-\$49,643 NOI**
- Yellow tagged sprinkler due to leaks, repaired and Fire Marshall Inspection passed; will need some PTAC's, TV's, and washer repair prior to Q1.

Hampton Inn & Suites Clermont

- 70.9% Occupancy; \$103.26 ADR; \$73.25 RevPAR (+41% vs Sept); \$201,654 Total Revenues; \$101,284 GOP; \$43,392 NOI
- November FC – 65.4% @ \$97.79, \$22,775 NOI; December FC – 63.5% @ \$98.68, \$23,368 NOI
- Roof work and HVAC repairs completed; fire testing completed; Virtual QA scored 95.37%.

Hampton Inn & Suites Fort Myers Estero FGCU

- 41.7% Occupancy; \$95.29 ADR; \$39.73 RevPAR (+35% vs Sept); \$118,172 Total Revenues; \$35,194 GOP; **-\$16,672 NOI**
- November FC – 36.0% @ \$87.87, **-\$23,241 NOI**; December FC – 52.0% @ \$99.01, \$18,675 NOI
- Fire pump failed, replacement ordered; threat of Hurricane Eta had negative impact on bookings in November.
- New Hampton Inn announced for downtown Ft Myers – 118 keys, HOA Management – opening TBD 2021.

Hampton Inn & Suites Stuart North

- 55.8% Occupancy; \$86.30 ADR; \$43.20 RevPAR (+27% vs Sept); \$155,524 Total Revenues; \$63,700 GOP; **-\$3,359 NOI**
- November FC – 58.6% @ \$99.39, \$8,472 NOI; December FC – 57.5% @ \$96.27, \$3,479 NOI
- Rooftop HVAC repaired; busy weekends with sports groups and Stuart Art Festival.

Hampton Inn Atlanta Perimeter Center

- 30.9% Occupancy; \$69.26 ADR; \$21.39 RevPAR (+23% vs Sept); \$91,033 Total Revenues; **-\$1,627 GOP; -\$24,677 NOI**
- November FC – 23.2% @ \$78.22, **-\$70,097 NOI**; December FC – 19.3% @ \$76.73, **-\$75,464 NOI**
- Tropical storm produced business late October; renovation agreed to with Hilton has not begun, nor is it planned at this time.

Hampton Inn Charlotte University Place

- 21.5% Occupancy; \$80.57 ADR; \$17.31 RevPAR (**-15%** vs Sept); \$68,827 Total Revenues; **-\$3,556 GOP; -\$66,310 NOI**
- November FC – 22.1% @ \$80.96, **-\$66,121 NOI**; December FC – 20.4% @ \$82.97, **-\$67,843 NOI**
- Final NASCAR race cancelled, negative impact to Nov; Insurance rehabilitation work approved.

Hampton Inn Raleigh Cary

- 35.9% Occupancy; \$78.25 ADR; \$28.08 RevPAR (+16% vs Sept); \$113,633 Total Revenues; \$58,758 GOP; **-\$1,654 NOI**
- November FC – 31.5% @ \$75.73, **-\$49,817 NOI**; December FC – 23.5% @ \$76.00, **-\$58,557 NOI**
- AGM started in October; exterior lighting replacement project completed.

Hilton Garden Inn Atlanta North/Alpharetta

- 33.1% Occupancy; \$78.81 ADR; \$26.10 RevPAR (+44% vs Sept); \$165,249 Total Revenues; \$32,558 GOP; **-\$117,476 NOI**
- November FC – 30.0% @ \$77.99, **-\$117,476 NOI**; December FC – 27.8% @ \$76.06, **-\$125,329 NOI**
- Parex USA Meeting cancelled, \$6K in catering lost; Zeta storm business secured; Darden group booked for November extended stay.

Hilton Garden Inn San Antonio Airport

- 44.3% Occupancy; \$73.18 ADR; \$32.45 RevPAR (+12% vs Sept); \$139,901 Total Revenues; \$12,780 GOP; **-\$60,445 NOI**
- November FC – 40.1% @ \$78.19, **-\$35,355 NOI**; December FC – 38.0% @ \$76.10, **-\$41,296 NOI**
- Delta airlines added additional crew for Nov-Dec; fire panel red flagged and being repaired.

Homewood Suites Houston Clear Lake NASA

- 64.9% Occupancy; \$86.11 ADR; \$55.88 RevPAR (-14% vs Sept); \$160,642 Total Revenues; \$77,739 GOP; \$1,557 NOI
- November FC – 43.8% @ \$94.97, **-\$36,918 NOI**; December FC – 41.9% @ \$96.86, **-\$41,291 NOI**
- Task Force GM (shared with Brookhollow); pool inspected, repairs required and completed.

Homewood Suites Phoenix Metro Center

- 44.1% Occupancy; \$92.40 ADR; \$40.71 RevPAR (+31% vs Sept); \$164,326 Total Revenues; \$58,406 GOP; \$7,205 NOI
- November FC – 48.5% @ \$95.93, \$17,964 NOI; December FC – 43.8% @ \$89.00, **-\$8,320 NOI**
- Hilton Virtual QA passed with exception of fire testing, which was on hold due to the unpaid CapX bill (since paid out of ops).
- Shooting in a guest room in November; multiple security concerns given the location of the asset.

Homewood Suites Raleigh Crabtree Valley

- 47.2% Occupancy; \$91.79 ADR; \$43.29 RevPAR (+11% vs Sept); \$189,200 Total Revenues; \$65,970 GOP; **-\$24,163 NOI**
- November FC – 43.2% @ \$98.34, **-\$36,115 NOI**; December FC – 40.0% @ \$94.67, **-\$41,012 NOI**
- Received Booking.com “Loved by Guest Winner 2020”; Chick-Fil-A training extended stay started end of October.

Springhill Suites Naples

- 3.0% Occupancy; \$58.22 ADR; \$1.73 RevPAR (-18% vs Sept); \$5,630 Total Revenues; **-\$31,479 GOP**; **-\$84,113 NOI**
- November FC – 9.6% @ \$85.07, **-\$67,021 NOI**; December FC – 40.0% @ \$105.62, **-\$6,707 NOI**
- Water Heater acquired and set for installation; November expansion of availability.

Property Highlights - HERSHA:

Courtyard Alexandria Pentagon South

- 19.1% Occupancy; \$74.70 ADR; \$14.27 RevPAR (-12% vs Sept); \$120,976 Total Revenues; -\$41,259 GOP; -\$130,301 NOI
- November FC – 15.5% @ \$75.11, -\$144,467 NOI; December FC – 13.5% @ \$74.39, -\$157,096 NOI
- Bistro remains closed, very limited F&B from small functions; hot water emergency repairs completed. Weekends stronger.

Hyatt House Pleasant Hill

- 54.5% Occupancy; \$169.62 ADR; \$92.48 RevPAR (-19% vs Sept); \$413,575 Total Revenues; \$169,940 GOP; -\$25,081 NOI
- November FC – 52.7% @ \$169.77, -\$34,578 NOI; December FC – 53.1% @ \$165.00, -\$34,227 NOI
- Heavy Leisure in the market mix; F&B remains closed

Hyatt House Pleasanton

- 39.1% Occupancy; \$151.48 ADR; \$59.17 RevPAR (-26% vs Sept); \$238,289 Total Revenues; \$72,011 GOP; -\$96,791 NOI
- November FC – 43.2% @ \$148.57, -\$82,300 NOI; December FC – 38.9% @ \$147.53, -\$95,272 NOI
- Boiler & WIFI repairs completed; F&B remains closed

Hyatt House Scottsdale Old Town

- 51.0% Occupancy; \$137.91 ADR; \$70.34 RevPAR (+62% vs Sept); \$371,357 Total Revenues; \$172,741 GOP; \$46,712 NOI
- November FC – 46.8% @ \$140.90, \$26,075 NOI; December FC – 40.0% @ \$135.00, \$7,759 NOI
- The new Canopy by Hilton Scottsdale opened in October; F&B remains extremely limited but did produce a \$4K profit

Residence Inn Greenbelt

- 60.2% Occupancy; \$125.05 ADR; \$75.26 RevPAR (+5% vs Sept); \$282,218 Total Revenues; \$132,677 GOP; -\$8,792 NOI
- November FC – 54.6% @ \$117.34, -\$48,430 NOI; December FC – 34.2% @ \$109.45, -\$109,673 NOI
- Secret Service groups pushed results well over initial forecasts; also hosted University of MD and DOJ.
- Renovation - 55 of 120 rooms completed; approximately \$150K in additional FF&E required, plus construction costs.

Litigation

Residence Inn Greenbelt: LaMarca Construction owed \$791K and threatened a mechanics lien due to non-payment of work completed during the renovation. Tentative settlement of \$600K (\$300K due now, \$300K in January 2021) has been reached and is being documented by counsel.

Residence Inn Greenbelt: The FF&E Storage location has delayed settlement several times, first requesting additional fees for “loading out” and then requesting to match the delivery fee from our third party under the guise of “COVID safety”. The original settlement amount of \$162,344.39 had been pushed up to an estimated \$175-185K for fully removing items from the facility by Axis, but a tentative settlement of \$162K was ultimately reached.

Courtyard St. Charles: ADA Lawsuit by a known “drive-by” serial plaintiff. Local counsel engaged, contractor quotes received, will negotiate a quick modest settlement with an agreed window for repairs and modifications.

Hampton Charlotte: Mechanics lien in the amount of \$6,892.20 by Diamond Restoration for work from June was paid and the lien released without requiring intervention by counsel. The same day as that issue was closed, Notice of Intent to Lien was received from Golden Hands LLC regarding work done at the Homewood Suites Clear Lake. This item had been part of the Capital request that was deferred and will be handled out of operating funds.

Property Taxes

Property Tax Appeals are active at the following properties:

- Fairfield Inn Naples – Valuation \$9.93M, Income Approach supports \$7.86M, Market Approach supports \$9.31M
- SpringHill Suites Naples – Valuation \$10.09M, Income Approach supports \$9.27M, Market Approach \$10.13M not helpful
- Hilton Garden Alpharetta – Valuation \$21.91M, Target valuation TBD
- Hampton Atlanta Perimeter – Valuation \$10.84M, Target valuation TBD
- Residence Inn Greenbelt – Valuation \$29.69M, Protective Appeal filed to review assessor’s worksheets
- Homewood Suites Raleigh Crabtree – Valuation \$22.57M, Target valuation TBD
- Hampton Inn Raleigh Cary – Valuation \$11.99M (32% increase from prior 3 years), Target valuation TBD
- Homewood Suites Houston Clear Lake – Valuation \$7.96M, Target value is \$6.5M, pending, possibly Q4 or Q1 2021 outcome
- Courtyard Houston Brookhollow – Valuation \$8.00M, Target value \$6.5M, pending, possible Q4 or Q1 2021 outcome
- Hilton Garden Inn San Antonio – Valuation \$8.53M, Target value TBD
- Hyatt House Pleasant Hill – Valuation \$45.2M, Target value TBD, filing a Protective Appeal

The following property taxes, due in mid-November, were paid by the Receiver:

- Hilton Garden Alpharetta – \$207,072 for Property Taxes due November 15
- Hampton Atlanta Perimeter – \$134,568 for Property Taxes due November 15

An additional \$656,135 in Property Taxes is due before December 10 and will also be paid by the Receiver.

Insurance

The renewal on the HERSHA portion of the portfolio was completed for the November 2020 – October 2021 period, with an increase in General Liability of 22.2% and Umbrella/Excess of 56.0%, for a total annual premium of \$356,478. The Receiver is quoting the Chartwell portion of the portfolio for the December 2020 – November 2021 period, and anticipates increases higher than those noted for HERSHA due to the claim experience at the properties.

Consolidated
Statement of Operations
For the Month Ending October 31, 2020

Actual October 2020		Current Month Budget October 2020		Actual October 2019		Actual October 2020		Year to Date Budget October 2020		Actual October 2019	
40.69%		75.29%		75.21%	Occupancy	41.22%		73.47%		0.00%	
\$97.98		\$127.90		\$124.53	Average Daily Rate (ADR)	\$114.78		\$131.50		\$0.00	
\$39.86		\$96.29		\$93.65	Revenue Per Available Room (ReVPAR)	\$47.31		\$96.61		\$0.00	
Revenue											
3,562,842.45	95.84%	8,605,752.00	94.48%	8,370,179.80	94.25%	41,598,420.77	95.55%	84,951,692.00	94.69%	31,441,663.61	93.43%
56,694.99	1.53%	319,074.00	3.50%	314,844.00	3.55%	787,421.70	1.81%	2,873,050.00	3.20%	1,310,281.72	3.89%
79,168.87	2.13%	155,810.00	1.71%	161,411.19	1.82%	931,472.77	2.14%	1,593,603.00	1.78%	558,033.27	1.66%
18,928.39	0.51%	28,274.00	0.31%	34,653.76	0.39%	216,376.11	0.50%	297,850.00	0.33%	340,934.03	1.01%
3,717,634.70	100.00%	9,108,910.00	100.00%	8,881,088.75	100.00%	43,533,691.35	100.00%	89,716,195.00	100.00%	33,650,912.63	100.00%
Departmental Expenses											
876,403.44	23.57%	1,980,956.00	21.75%	1,984,484.09	22.35%	10,250,118.47	23.55%	19,348,635.00	21.57%	7,276,801.07	21.62%
37,169.73	1.00%	229,372.00	2.52%	225,166.08	2.54%	676,479.69	1.55%	2,121,008.00	2.36%	889,041.53	2.64%
15,553.35	0.42%	36,766.00	0.40%	40,971.14	0.46%	178,889.67	0.41%	365,608.00	0.41%	116,543.37	0.35%
929,126.52	24.99%	2,247,094.00	24.67%	2,250,621.31	25.34%	11,105,487.83	25.51%	21,835,251.00	24.34%	8,282,385.97	24.61%
2,788,508.18	75.01%	6,861,816.00	75.33%	6,630,467.44	74.66%	32,428,203.52	74.49%	67,880,944.00	75.66%	25,368,526.66	75.39%
Undistributed Operating Expenses											
408,544.88	10.99%	754,073.00	8.28%	763,151.10	8.59%	5,668,999.06	13.02%	7,695,266.00	8.58%	2,340,077.98	6.95%
83,549.06	2.25%	87,450.00	0.96%	98,052.40	1.10%	821,572.90	1.89%	875,852.00	0.98%	531,493.93	1.58%
581,234.01	15.63%	1,300,035.00	14.27%	1,208,860.97	13.61%	6,610,901.65	15.19%	12,821,540.00	14.29%	3,959,735.02	11.77%
251,080.96	6.75%	399,711.00	4.39%	410,603.87	4.62%	2,625,984.77	6.03%	4,014,586.00	4.47%	1,500,849.36	4.46%
261,092.36	7.02%	328,399.00	3.61%	337,660.13	3.80%	2,672,101.46	6.14%	3,392,851.00	3.78%	1,094,280.35	3.25%
1,585,501.27	42.65%	2,869,668.00	31.50%	2,818,328.47	31.73%	18,399,559.84	42.27%	28,800,095.00	32.10%	9,426,436.64	28.01%
1,203,006.91	32.36%	3,992,148.00	43.83%	3,812,138.97	42.92%	14,028,643.68	32.22%	39,080,849.00	43.56%	15,942,090.02	47.37%
163,197.43	4.39%	245,352.00	2.69%	238,953.57	2.69%	1,354,841.46	3.11%	2,411,156.00	2.69%	1,007,701.10	2.99%
1,039,809.48	27.97%	3,746,796.00	41.13%	3,573,185.40	40.23%	12,673,802.22	29.11%	36,669,693.00	40.87%	14,934,388.92	44.38%
Non Operating Expense											
1,668,408.52	44.88%	1,708,741.00	18.76%	1,634,693.42	18.41%	17,438,423.05	40.06%	17,018,503.00	18.97%	5,854,618.99	17.40%
1,668,408.52	44.88%	1,708,741.00	18.76%	1,634,693.42	18.41%	17,438,423.05	40.06%	17,018,503.00	18.97%	5,854,618.99	17.40%
(628,599.04)	-16.91%	2,038,055.00	22.37%	1,938,491.98	21.83%	(4,764,620.83)	-10.94%	19,653,420.00	21.91%	9,081,999.69	26.99%
466,228.05	12.54%	477,967.00	5.25%	476,505.26	5.37%	4,664,162.61	10.71%	4,780,089.00	5.33%	4,781,156.27	14.21%
1,563,584.00	42.06%	650,932.00	7.15%	1,625,637.00	18.30%	16,037,083.00	36.84%	6,510,644.00	7.26%	30.36	0.00%
(2,658,411.09)	-71.51%	909,156.00	9.98%	(163,650.28)	-1.84%	(25,465,866.44)	-58.50%	8,362,687.00	9.32%	4,300,813.06	12.78%



Shidler Consolidated
Hersha Hospitality Management
Statement of Operations
For the Month Ending October 31, 2020

Actual October 2020		Current Month Budget October 2020		Actual October 2019		Actual October 2020		Year to Date Budget October 2020		Actual October 2019		
23,467 9,984		23,467 19,064		23,467 18,953		Total Available Rooms Rooms Sold	230,885 103,962		230,885 185,713		230,128 188,322	
42.54%		81.24%		80.76%		Occupancy	45.03%		80.44%		81.83%	
\$137.15		\$175.05		\$168.16		Average Daily Rate (ADR)	\$145.79		\$170.87		\$166.96	
\$58.35		\$142.20		\$135.81		Revenue Per Available Room (RevPAR)	\$65.65		\$137.44		\$136.63	
Revenue												
1,369,275.45	95.99%	3,337,117.00	93.72%	3,187,161.80	92.93%	Rooms	15,156,990.77	94.53%	31,732,879.00	93.57%	31,441,568.32	93.43%
11,040.99	0.77%	148,118.00	4.16%	157,882.00	4.60%	Food and Beverage	345,395.70	2.15%	1,355,829.00	4.00%	1,310,278.99	3.89%
27,169.87	1.90%	47,322.00	1.33%	49,866.19	1.45%	Other Operated Departments						
27,169.87	1.90%	47,322.00	1.33%	49,866.19	1.45%	Other Misc	315,671.77	1.97%	526,348.00	1.55%	558,031.30	1.66%
18,928.39	1.33%	28,274.00	0.79%	34,653.76	1.01%	Total Other Operated Departments	315,671.77	1.97%	526,348.00	1.55%	558,031.30	1.66%
1,426,414.70	100.00%	3,560,831.00	100.00%	3,429,563.75	100.00%	Rentals and Other Income	216,376.11	1.35%	297,850.00	0.88%	340,934.03	1.01%
						Total Revenue	16,034,434.35	100.00%	33,912,906.00	100.00%	33,650,812.64	100.00%
Departmental Expenses												
345,106.44	24.19%	738,042.00	20.73%	754,989.09	22.01%	Rooms	3,973,874.47	24.78%	7,297,756.00	21.52%	7,276,778.65	21.62%
1,593.73	0.11%	96,512.00	2.71%	101,181.08	2.95%	Food and Beverage	216,097.69	1.35%	872,666.00	2.57%	888,896.01	2.64%
6,304.35	0.44%	10,938.00	0.31%	12,322.14	0.36%	Other Operated Departments						
6,304.35	0.44%	10,938.00	0.31%	12,322.14	0.36%	Other Misc	56,433.67	0.35%	114,535.00	0.34%	116,516.03	0.35%
						Other Operated Departments	56,433.67	0.35%	114,535.00	0.34%	116,516.03	0.35%
353,004.52	24.75%	845,492.00	23.74%	868,492.31	25.32%	Total Departmental Expenses	4,246,405.83	26.48%	8,284,957.00	24.43%	8,282,190.69	24.61%
1,073,410.18	75.25%	2,715,339.00	76.26%	2,561,071.44	74.68%	Total Departmental Income	11,788,028.52	73.52%	25,627,949.00	75.57%	25,368,621.95	75.39%
Undistributed Operating Expenses												
157,703.88	11.06%	238,807.00	6.71%	258,053.10	7.52%	Administrative and General	1,670,048.06	10.42%	2,334,486.00	6.88%	2,340,068.18	6.95%
36,399.06	2.55%	50,274.00	1.41%	59,893.40	1.85%	Information & Telecommunications	414,638.90	2.59%	503,570.00	1.48%	531,493.22	1.58%
191,877.01	13.45%	447,133.00	12.56%	407,790.97	11.79%	Sales and Marketing	2,072,860.65	12.93%	4,207,019.00	12.41%	3,959,719.78	11.77%
93,964.96	6.59%	145,383.00	4.08%	149,588.87	4.36%	Property Operation and Maintenance	1,013,990.77	6.32%	1,479,139.00	4.36%	1,500,844.79	4.46%
87,355.36	6.12%	104,527.00	2.94%	108,734.13	3.17%	Utilities	900,162.46	5.61%	1,110,512.00	3.27%	1,094,276.23	3.25%
567,300.27	39.77%	986,124.00	27.69%	984,060.47	28.69%	Total Undistributed Expenses	6,071,700.84	37.87%	9,634,726.00	28.41%	9,426,402.20	28.01%
506,109.91	35.48%	1,729,215.00	48.56%	1,577,010.97	45.98%	Gross Operating Profit	5,716,327.68	35.65%	15,993,223.00	47.16%	15,942,219.75	47.38%
42,792.43	3.00%	106,587.00	2.99%	102,663.57	2.99%	Management Fees	480,633.46	3.00%	1,015,450.00	2.99%	1,007,698.60	2.99%
42,792.43	3.00%	106,587.00	2.99%	102,663.57	2.99%	Total Management Fees	480,633.46	3.00%	1,015,450.00	2.99%	1,007,698.60	2.99%
Income Before Non Operating Income And Expense												
463,317.48	32.48%	1,622,628.00	45.57%	1,474,347.40	42.99%		5,235,694.22	32.65%	14,977,773.00	44.17%	14,934,521.15	44.38%
	0.00%		0.00%	210.58	0.01%	Non Operating Income		0.00%	2,230.00	0.01%	2,440.34	0.01%
Non Operating Expense												
392,602.22	27.52%	410,682.00	11.53%	400,000.00	11.66%	Rent	3,992,657.72	24.90%	4,071,950.00	12.01%	3,562,250.00	10.59%
211,893.10	14.85%	195,758.00	5.50%	167,891.83	4.90%	Property and Other Taxes	2,461,532.56	15.35%	1,957,584.00	5.77%	1,843,087.07	5.48%
67,845.24	4.76%	51,675.00	1.45%	52,499.03	1.53%	Insurance	642,925.80	4.01%	519,189.00	1.53%	390,150.34	1.16%
5,229.96	0.37%		0.00%	6,908.56	0.20%	Owner's Expense	61,941.05	0.39%		0.00%	59,112.77	0.18%
	0.00%		0.00%		0.00%	Extraordinary Gain/Loss	(24,899.08)	-0.16%		0.00%		0.00%
677,570.52	47.50%	658,115.00	18.48%	627,299.42	18.29%	Total Non Operating Expenses	7,134,158.05	44.49%	6,548,723.00	19.31%	5,854,600.18	17.40%
(214,253.04)	-15.02%	964,513.00	27.09%	847,258.56	24.70%	Net Operating Income	(1,898,463.83)	-11.84%	8,431,280.00	24.86%	9,082,361.31	26.99%
466,228.05	32.69%	477,967.00	13.42%	476,505.26	13.89%	Interest	4,664,162.61	29.09%	4,780,089.00	14.10%	4,781,156.27	14.21%
(680,481.09)	-47.71%	486,546.00	13.66%	370,753.30	10.81%	Adjusted Net Operating Income	(6,562,626.44)	-40.93%	3,651,191.00	10.77%	4,301,205.04	12.78%

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Properties: Hampton Inn Estero (Capstone), Hampton Inn Stuart (Capstone), HGI San Antonio Airport, Comfort Inn Fayetteville, Hampton Inn Raleigh Cary, Hampton Inn Clermont (Capstone), CY Houston Brookhollow, HWS Phoenix, 00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
65,906		65,906		0	65,906		0	Total Rooms Available	648,430		648,430		0	646,304		2,126
26,378		48,221		-21,843	48,261		-21,883	Total Rooms Sold	258,469		460,311		-201,842	449,493		-191,024
40.02%		73.17%		-33.14%	73.23%		-33.20%	Occupancy %	39.86%		70.99%		-31.13%	69.55%		-29.69%
83.16		109.26		-26.10	107.40		-24.24	Average Rate	102.30		115.61		-13.31	114.92		-12.62
33.28		79.94		-46.66	78.64		-45.36	REVPAR	40.78		82.07		-41.30	79.92		-39.15

REVENUES																
2,193,567	95.74	5,268,635	94.96	-3,075,068	5,183,018	95.07	-2,989,451	ROOMS	26,441,430	96.15	53,218,813	95.37	-26,777,383	51,655,659	95.29	-25,214,229
38,611	1.69	139,090	2.51	-100,479	129,897	2.38	-91,286	FOOD	369,174	1.34	1,234,204	2.21	-865,031	1,238,270	2.28	-869,096
7,043	0.31	31,866	0.57	-24,823	27,065	0.50	-20,022	BEVERAGE	72,852	0.26	283,017	0.51	-210,166	246,172	0.45	-173,320
51,999	2.27	108,488	1.96	-56,490	111,545	2.05	-59,546	MISCELLANEOUS	615,801	2.24	1,067,255	1.91	-451,454	1,065,970	1.97	-450,169
2,291,219	100.00	5,548,079	100.00	-3,256,860	5,451,524	100.00	-3,160,305	TOTAL REVENUES	27,499,256	100.00	55,803,289	100.00	-28,304,033	54,206,070	100.00	-26,706,814

DEPARTMENT EXPENSES																
531,297	24.22	1,242,914	23.59	-711,616	1,229,495	23.72	-698,198	ROOMS EXPENSE	6,276,244	23.74	12,050,879	22.64	-5,774,635	11,578,983	22.42	-5,302,739
30,176	78.15	117,622	84.57	-87,447	111,882	86.13	-81,707	FOOD EXPENSE	403,319	109.25	1,120,937	90.82	-717,617	1,122,282	90.63	-718,963
5,400	76.68	15,238	47.82	-9,837	12,103	44.72	-6,703	BEVERAGE EXPENSE	57,063	78.33	127,405	45.02	-70,342	135,122	54.89	-78,059
9,249	17.79	25,828	23.81	-16,580	28,649	25.68	-19,401	MISCELLANEOUS EXPENSE	122,456	19.89	251,073	23.53	-128,616	291,457	27.34	-169,001
576,122	25.14	1,401,602	25.26	-825,481	1,382,130	25.35	-806,009	TOTAL DEPARTMENTAL EXPENSES	6,859,083	24.94	13,550,294	24.28	-6,691,211	13,127,844	24.22	-6,268,761

DEPARTMENTAL PROFIT																
1,662,270	75.78	4,025,721	76.41	-2,363,452	3,953,523	76.28	-2,291,253	ROOMS PROFIT	20,165,186	76.26	41,167,934	77.36	-21,002,748	40,076,676	77.58	-19,911,490
8,435	21.85	21,467	15.43	-13,032	18,015	13.87	-9,579	FOOD PROFIT	-34,145	-9.25	113,268	9.18	-147,413	115,987	9.37	-150,133
1,642	23.32	16,628	52.18	-14,986	14,962	55.28	-13,319	BEVERAGE PROFIT	15,788	21.67	155,612	54.98	-139,824	111,050	45.11	-95,261
42,750	82.21	82,660	76.19	-39,910	82,895	74.32	-40,145	MISCELLANEOUS PROFIT	493,344	80.11	816,182	76.47	-322,838	774,512	72.66	-281,168
1,715,097	74.86	4,146,477	74.74	-2,431,379	4,069,394	74.65	-2,354,297	TOTAL DEPARTMENTAL PROFIT	20,640,173	75.06	42,252,995	75.72	-21,612,822	41,078,226	75.78	-20,438,052

250,841	10.95	515,266	9.29	-264,425	505,098	9.27	-254,257 A & G EXPENSE		3,998,951	14.54	5,360,780	9.61	-1,361,829	5,314,841	9.80	-1,315,890
47,150	2.06	37,176	0.67	9,974	38,159	0.70	8,991 TELECOM		406,934	1.48	372,282	0.67	34,652	383,994	0.71	22,940
93,778	4.09	190,373	3.43	-96,595	161,575	2.96	-67,797 SALES & MARKETING EXPENSES		1,209,673	4.40	2,000,233	3.58	-790,560	1,803,091	3.33	-593,419
295,579	12.90	662,529	11.94	-366,951	639,495	11.73	-343,917 FRANCHISE FEES		3,328,368	12.10	6,614,288	11.85	-3,285,920	6,457,464	11.91	-3,129,096
157,116	6.86	254,328	4.58	-97,212	261,015	4.79	-103,899 MAINTENANCE EXPENSES		1,611,994	5.86	2,535,447	4.54	-923,453	2,478,723	4.57	-866,730
173,737	7.58	223,872	4.04	-50,134	228,926	4.20	-55,189 UTILITIES EXPENSE		1,771,939	6.44	2,282,339	4.09	-510,400	2,231,839	4.12	-459,899
1,018,201	44.44	1,883,543	33.95	-865,343	1,834,269	33.65	-816,069 TOTAL ADMIN EXPENSES		12,327,859	44.83	19,165,369	34.34	-6,837,510	18,669,952	34.44	-6,342,093
696,897	30.42	2,262,933	40.79	-1,566,037	2,235,125	41.00	-1,538,228 HOUSE PROFIT		8,312,314	30.23	23,087,626	41.37	-14,775,312	22,408,274	41.34	-14,095,960
Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var	
FIXED EXPENSES																
120,405	5.26	138,765	2.50	-18,360	136,290	2.50	-15,885 MANAGEMENT FEES		874,208	3.18	1,395,706	2.50	-521,497	1,355,259	2.50	-481,050
990,838	43.25	1,050,626	18.94	-59,788	1,007,394	18.48	-16,555 FIXED EXPENSES		10,304,265	37.47	10,469,780	18.76	-165,515	10,194,150	18.81	110,116
-414,346	-18.08	1,073,543	19.35	-1,487,889	1,091,441	20.02	-1,505,788 NET OPERATING INCOME		-2,866,160	-10.42	11,222,141	20.11	-14,088,300	10,858,865	20.03	-13,725,025
1,563,584	68.24	650,932	11.73	912,652	1,625,637	29.82	-62,053 Other		16,037,083	58.32	6,510,644	11.67	9,526,439	16,455,292	30.36	-418,209
-1,977,930	-86.33	422,611	7.62	-2,400,541	-534,195	-9.80	-1,443,735 N.I. after Other		-18,903,243	-68.74	4,711,496	8.44	-23,614,739	-5,596,427	-10.32	-13,306,816
-1,046,464		422,611		-1,469,075	397,271		-1,443,735 Cash before Depreciation/Amortization		-9,588,583		4,711,496		-14,300,079	3,776,127		-13,364,710

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Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
5,456		5,456		0	5,456		0	Total Rooms Available	53,680		53,680		0	53,504		176
2,324		3,238		-914	3,511		-1,187	Total Rooms Sold	22,518		35,299		-12,781	35,065		-12,547
42.60%		59.35%		-16.75%	64.35%		-21.76%	Occupancy %	41.95%		65.76%		-23.81%	65.54%		-23.59%
73.19		79.17		-5.98	76.50		-3.31	Average Rate	71.86		79.81		-7.95	79.20		-7.34
31.18		46.99		-15.81	49.23		-18.05	REVPAR	30.15		52.48		-22.34	51.91		-21.76
REVENUES																
170,095	98.59	256,360	98.79	-86,265	268,587	98.80	-98,492	ROOMS	1,618,230	98.48	2,817,314	98.81	-1,199,084	2,777,265	98.84	-1,159,034
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,438	1.41	3,138	1.21	-699	3,257	1.20	-819	MISCELLANEOUS	24,933	1.52	33,798	1.19	-8,865	32,602	1.16	-7,669
172,533	100.00	259,497	100.00	-86,964	271,844	100.00	-99,311	TOTAL REVENUES	1,643,163	100.00	2,851,113	100.00	-1,207,949	2,809,867	100.00	-1,166,704
DEPARTMENT EXPENSES																
33,201	19.52	66,132	25.80	-32,931	67,385	25.09	-34,184	ROOMS EXPENSE	380,269	23.50	709,666	25.19	-329,396	667,097	24.02	-286,828
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
273	11.18	846	26.95	-573	1,307	40.14	-1,035	MISCELLANEOUS EXPENSE	4,386	17.59	9,201	27.22	-4,815	20,963	64.30	-16,576
33,474	19.40	66,978	25.81	-33,504	68,692	25.27	-35,219	TOTAL DEPARTMENTAL EXPENSES	384,656	23.41	718,867	25.21	-334,211	688,060	24.49	-303,404
DEPARTMENTAL PROFIT																
136,894	80.48	190,228	74.20	-53,334	201,202	74.91	-64,308	ROOMS PROFIT	1,237,961	76.50	2,107,649	74.81	-869,688	2,110,168	75.98	-872,207
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
2,166	88.82	2,292	73.05	-126	1,950	59.86	216	MISCELLANEOUS PROFIT	20,547	82.41	24,597	72.78	-4,050	11,640	35.70	8,907
139,059	80.60	192,519	74.19	-53,460	203,152	74.73	-64,092	TOTAL DEPARTMENTAL PROFIT	1,258,508	76.59	2,132,246	74.79	-873,738	2,121,807	75.51	-863,300
19,463	11.28	29,629	11.42	-10,166	24,987	9.19	-5,523	A & G EXPENSE	227,102	13.82	318,273	11.16	-91,170	371,578	13.22	-144,475
2,246	1.30	2,352	0.91	-106	2,323	0.85	-77	TELECOM	26,828	1.63	23,520	0.82	3,308	23,541	0.84	3,287
2,255	1.31	6,754	2.60	-4,499	7,283	2.68	-5,027	SALES & MARKETING EXPENSES	45,541	2.77	80,190	2.81	-34,649	70,775	2.52	-25,234
19,984	11.58	31,807	12.26	-11,822	31,876	11.73	-11,891	FRANCHISE FEES	199,091	12.12	349,528	12.26	-150,438	330,659	11.77	-131,569
14,570	8.44	15,479	5.97	-909	15,939	5.86	-1,369	MAINTENANCE EXPENSES	89,316	5.44	156,471	5.49	-67,155	137,983	4.91	-48,666
5,051	2.93	11,546	4.45	-6,495	11,715	4.31	-6,664	UTILITIES EXPENSE	95,677	5.82	126,599	4.44	-30,922	125,920	4.48	-30,243
63,570	36.85	97,567	37.60	-33,997	94,122	34.62	-30,552	TOTAL ADMIN EXPENSES	683,555	41.60	1,054,581	36.99	-371,026	1,060,455	37.74	-376,900
75,489	43.75	94,952	36.59	-19,463	109,029	40.11	-33,540	HOUSE PROFIT	574,953	34.99	1,077,664	37.80	-502,712	1,061,352	37.77	-486,399
FIXED EXPENSES																
8,012	4.64	6,487	2.50	1,524	6,796	2.50	1,216	MANAGEMENT FEES	52,049	3.17	71,278	2.50	-19,229	70,260	2.50	-18,211
25,970	15.05	24,851	9.58	1,119	24,835	9.14	1,136	FIXED EXPENSES	259,438	15.79	258,636	9.07	802	275,363	9.80	-15,925

41,507	24.06	63,614	24.51	-22,107	77,399	28.47	-35,892	NET OPERATING INCOME	263,466	16.03	747,750	26.23	-484,285	715,729	25.47	-452,264
88,692	51.41	44,067	16.98	44,625	97,357	35.81	-8,665	Other	913,769	55.61	443,229	15.55	470,539	957,733	34.08	-43,964
-47,185	-27.35	19,547	7.53	-66,732	-19,959	-7.34	-27,226	N.I. after Other	-650,303	-39.58	304,521	10.68	-954,824	-242,003	-8.61	-408,299
35		19,547		-19,512	27,261		-27,226	Cash before Depreciation/Amortization	-178,103		304,521		-482,624	230,197		-408,299

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Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
31,360	18.44	34,374	13.41	-3,014	23,434	8.72	7,926	Rack/ Premium	393,652	24.33	347,781	12.34	45,871	325,636	11.73	68,016
4,293	2.52	16,920	6.60	-12,627	7,690	2.86	-3,397	Corporate	19,556	1.21	125,546	4.46	-105,989	115,956	4.18	-96,400
90,642	53.29	61,453	23.97	29,189	78,648	29.28	11,994	Discounts - Other	753,290	46.55	645,774	22.92	107,516	621,273	22.37	132,017
32,619	19.18	91,923	35.86	-59,303	110,783	41.25	-78,164	Government	161,266	9.97	1,080,113	38.34	-918,847	1,106,459	39.84	-945,193
10,041	5.90	44,145	17.22	-34,104	37,100	13.81	-27,059	Locally Negotiated Rate	198,959	12.29	457,179	16.23	-258,219	405,771	14.61	-206,811
0	0.00	0	0.00	0	0	0.00	0	Allowances	0	0.00	0	0.00	0	1,132	0.04	-1,132
168,955	99.33	248,815	97.06	-79,860	257,654	95.93	-88,700	Total Transient Revenue	1,526,723	94.35	2,656,391	94.29	-1,129,668	2,576,227	92.76	-1,049,504
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
428	0.25	7,545	2.94	-7,117	9,100	3.39	-8,672	Group- Corporate	78,010	4.82	160,923	5.71	-82,913	194,066	6.99	-116,056
428	0.25	7,545	2.94	-7,117	9,100	3.39	-8,672	Total Group Revenue	78,010	4.82	160,923	5.71	-82,913	194,066	6.99	-116,056
712	0.42	0	0.00	712	1,833	0.68	-1,121	Guaranteed No-Show	13,497	0.83	0	0.00	13,497	6,971	0.25	6,526
170,095	100.00	256,360	100.00	-86,265	268,587	100.00	-98,492	Total Rooms Revenue	1,618,230	100.00	2,817,314	100.00	-1,199,084	2,777,265	100.00	-1,159,034
ROOM STATISTICS																
392	17	356	11	36	266	8	126	Rack/ Premium Rooms	4,803	21	3,639	10	1,164	3,381	10	1,422
74	3	324	10	-250	153	4	-79	Corporate Rooms	324	1	2,439	7	-2,115	2,292	7	-1,968
1,234	53	745	23	489	1,044	30	190	Discounts - Other Rooms	10,833	48	7,888	22	2,945	7,719	22	3,114
403	17	1,069	33	-666	1,323	38	-920	Government Rooms	1,914	8	12,557	36	-10,643	12,973	37	-11,059
211	9	615	19	-404	518	15	-307	Locally Negotiated Corporate Rooms	3,340	15	6,340	18	-3,000	5,717	16	-2,377
2,314	100	3,108	96	-794	3,304	94	-990	Total Transient Stats	21,214	94	32,863	93	-11,649	32,082	91	-10,868
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
10	0	130	4	-120	207	6	-197	Group- Corporate Rooms	1,304	6	2,436	7	-1,132	2,983	9	-1,679
10	0	130	4	-120	207	6	-197	Total Group Stats	1,304	6	2,436	7	-1,132	2,983	9	-1,679
2,324	100	3,238	100	-914	3,511	100	-1,187	TOTAL ROOM STATISTICS	22,518	100	35,299	100	-12,781	35,065	100	-12,547
Other Room Stats																
35	2	0	0	35	19	1	16	Comp Rooms	54	0	0	0	54	170	0	-116
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	4	0	-4
0	0	0	0	0	0	0	0	Single Occupancy	0	0	0	0	0	11,828	34	-11,828
0	0	0	0	0	0	0	0	Multiple Occupancy	0	0	0	0	0	4,661	13	-4,661
38	2	0	0	38	33	1	5	GNS Stats	292	1	0	0	292	164	0	128
876	38	0	0	876	285	8	591	Out of Order Rooms	6,589	29	0	0	6,589	2,529	7	4,060
3,569	154	0	0	3,569	3,067	87	502	# of Guests	31,109	138	0	0	31,109	37,873	108	-6,764

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
80.00		96.51		-16.51	88.10		-8.10	Rack/Premium ADR	81.96		95.58		-13.62	96.31		-14.35
58.01		52.25		5.76	50.26		7.75	Corporate ADR	60.36		51.48		8.88	50.59		9.77
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
73.45		82.52		-9.06	75.33		-1.88	Discount ADR	69.54		81.87		-12.33	80.49		-10.95
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
80.94		86.03		-5.09	83.74		-2.80	Government ADR	84.26		86.02		-1.76	85.29		-1.03
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
47.59		71.76		-24.17	71.62		-24.03	Local Negotiated ADR	59.57		72.11		-12.54	70.98		-11.41
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
73.01		80.04		-7.03	77.98		-4.97	Total Transient ADR	71.97		80.83		-8.86	80.30		-8.33
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
42.80		58.25		-15.45	43.96		-1.16	Group - Corporate ADR	59.82		66.07		-6.24	65.06		-5.23
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
42.80		58.25		-15.45	43.96		-1.16	Total Group ADR	59.82		66.07		-6.24	65.06		-5.23

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Payroll & Related Expense																
3,742	1.61	0	0.00	3,742	0	0.00	3,742	FOM/Guest Service Mgr	3,742	0.17	0	0.00	3,742	0	0.00	3,742
4,355	1.87	5,764	1.78	-1,409	5,543	1.58	-1,187	FD/ Guest Service Reps	45,699	2.03	62,833	1.78	-17,134	53,546	1.53	-7,847
300	0.13	3,359	1.04	-3,059	1,662	0.47	-1,362	Executive Housekeeper	23,207	1.03	33,592	0.95	-10,385	25,250	0.72	-2,043
0	0.00	2,000	0.62	-2,000	2,475	0.70	-2,475	Asst Exec Housekeeper/ Inspectress	3,005	0.13	19,679	0.56	-16,674	21,776	0.62	-18,771
6,524	2.81	12,086	3.73	-5,562	11,354	3.23	-4,830	Housekeepers	63,605	2.82	131,757	3.73	-68,152	117,496	3.35	-53,891
627	0.27	3,181	0.98	-2,554	2,686	0.77	-2,060	Housemen	9,688	0.43	31,295	0.89	-21,607	25,319	0.72	-15,631
2,044	0.88	2,623	0.81	-579	2,690	0.77	-646	Laundry	14,912	0.66	28,592	0.81	-13,680	26,856	0.77	-11,944
0	0.00	1,910	0.59	-1,911	1,992	0.57	-1,992	Comp Breakfast Hostess	4,843	0.22	20,826	0.59	-15,983	21,424	0.61	-16,580
2,215	0.95	2,976	0.92	-761	3,331	0.95	-1,117	Night Audit	23,815	1.06	29,280	0.83	-5,465	29,083	0.83	-5,268
1,827	0.79	2,892	0.89	-1,065	3,578	1.02	-1,751	Payroll Taxes	18,427	0.82	30,991	0.88	-12,564	30,825	0.88	-12,399
-290	-0.12	2,105	0.65	-2,395	1,852	0.53	-2,142	Employee Benefits	10,058	0.45	21,050	0.60	-10,992	20,022	0.57	-9,964
779	0.34	985	0.30	-206	3,075	0.88	-2,296	Vacation /PTO	15,750	0.70	9,850	0.28	5,900	13,432	0.38	2,318
0	0.00	0	0.00	0	0	0.00	0	Holiday	4,160	0.18	6,192	0.18	-2,032	5,798	0.17	-1,637
0	0.00	175	0.05	-175	3,334	0.95	-3,334	Bonus/Incentive Pay	0	0.00	1,750	0.05	-1,750	4,074	0.12	-4,074
0	0.00	0	0.00	0	2,948	0.84	-2,948	Contract Labor- Housekeepers	0	0.00	0	0.00	0	10,179	0.29	-10,179
22,122	9.52	40,057	12.37	-17,935	46,521	13.25	-24,399	Total P/R & R/Benefits- Rooms	240,910	10.70	427,687	12.12	-186,777	405,080	11.55	-164,169
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	130	0.04	-130	94	0.03	-94	Newspapers	330	0.01	1,412	0.04	-1,082	1,457	0.04	-1,127
1,738	0.75	8,095	2.50	-6,357	7,208	2.05	-5,470	Comp Breakfast	26,931	1.20	88,248	2.50	-61,316	81,813	2.33	-54,882
0	0.00	100	0.03	-100	428	0.12	-428	Comp Breakfast- Equipment	537	0.02	1,000	0.03	-463	1,882	0.05	-1,346
0	0.00	0	0.00	0	0	0.00	0	Kitchen Furnishings	0	0.00	0	0.00	0	342	0.01	-342
1,034	0.44	356	0.11	678	0	0.00	1,034	Laundry Supplies	1,603	0.07	3,883	0.11	-2,280	2,233	0.06	-631
260	0.11	1,781	0.55	-1,520	0	0.00	260	Linen Supplies	5,873	0.26	19,414	0.55	-13,542	15,002	0.43	-9,129
2,392	1.03	2,335	0.72	57	2,335	0.67	57	Cable TV	22,165	0.98	23,350	0.66	-1,185	24,622	0.70	-2,457
498	0.21	498	0.15	0	498	0.14	0	HSIA Support	4,607	0.20	4,981	0.14	-374	4,981	0.14	-374
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	49	0.00	-49
795	0.34	1,036	0.32	-241	983	0.28	-188	Reservations Expense	8,794	0.39	11,296	0.32	-2,501	11,198	0.32	-2,404
1,086	0.47	2,072	0.64	-987	1,105	0.31	-20	Guest Room Supplies	12,425	0.55	22,591	0.64	-10,166	21,721	0.62	-9,295
230	0.10	583	0.18	-353	282	0.08	-52	Cleaning Supplies	2,385	0.11	6,354	0.18	-3,968	5,729	0.16	-3,343
0	0.00	486	0.15	-486	0	0.00	0	Ecolab Core Supplies	3,516	0.16	5,296	0.15	-1,780	4,929	0.14	-1,413
2,913	1.25	8,204	2.53	-5,291	7,723	2.20	-4,811	Travel Agents Commission	49,056	2.18	90,154	2.55	-41,098	83,029	2.37	-33,973
0	0.00	400	0.12	-400	207	0.06	-207	Uniforms	289	0.01	4,000	0.11	-3,711	3,029	0.09	-2,740
133	0.06	0	0.00	133	0	0.00	133	COVID 19 Supplies	847	0.04	0	0.00	847	0	0.00	847
11,079	4.77	26,076	8.05	-14,996	20,864	5.94	-9,785	Total Operating - Rooms	139,359	6.19	281,979	7.99	-142,620	262,017	7.47	-122,658
33,201	14.29	66,132	20.42	-32,931	67,385	19.19	-34,184	Total Expenses- Rooms	380,269	16.89	709,666	20.10	-329,396	667,097	19.02	-286,828
136,894	58.90	190,228	58.75	-53,334	201,202	57.31	-64,308	Net Income- Rooms	1,237,961	54.98	2,107,649	59.71	-869,688	2,110,168	60.18	-872,207

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Total Phone Revenues	0	0.00	0	0.00	0	0	0.00	0
COS- Communication																
260	0.15	195	0.08	65	210	0.08	50	COS-Local	2,575	0.16	1,950	0.07	625	1,971	0.07	604
501	0.00	486	0.00	15	488	0.00	13	COS-Long Distance	4,803	0.00	4,860	0.00	-57	4,901	0.00	-98
1,485	0.00	1,571	0.00	-86	1,525	0.00	-40	COS-HSIA ISP	17,669	0.00	15,710	0.00	1,959	15,668	0.00	2,001
2,246	0.00	2,252	0.00	-6	2,223	0.00	23	Total COS- Comm	25,047	0.00	22,520	0.00	2,527	22,541	0.00	2,506
-2,246	0.00	-2,252	0.00	6	-2,223	0.00	-23	Gross Margin- Comm	-25,047	0.00	-22,520	0.00	-2,527	-22,541	0.00	-2,506
Operating Expenses																
0	0.00	100	0.00	-100	100	0.00	-100	Equipment Cost	1,457	0.00	1,000	0.00	457	1,000	0.00	457
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	324	0.00	0	0.00	324	0	0.00	324
0	0.00	100	0.00	-100	100	0.00	-100	Total Operating - Comm	1,781	0.00	1,000	0.00	781	1,000	0.00	781
2,246	0.00	2,352	0.00	-106	2,323	0.00	-77	N.I.- Comm Dept	26,828	0.00	23,520	0.00	3,308	23,541	0.00	3,287

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	32	1.03	-32	0	0.00	0	Laundry/Valet	0	0.00	353	1.04	-353	80	0.24	-80
0	0.00	0	0.00	0	0	0.00	0	Movie Income	0	0.00	0	0.00	0	1,466	4.51	-1,466
0	0.00	0	0.00	0	1,487	45.66	-1,487	Gift Shop Sales	0	0.00	0	0.00	0	16,901	51.97	-16,901
0	0.00	200	6.37	-200	90	2.76	-90	Vending	1,045	4.19	2,000	5.92	-955	1,509	4.64	-464
1,176	48.23	1,069	34.06	107	1,080	33.16	96	Pet Fees	9,849	39.50	11,649	34.47	-1,800	9,210	28.32	639
0	0.00	0	0.00	0	0	0.00	0	Rollaways	10	0.04	0	0.00	10	134	0.41	-124
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	184	0.74	0	0.00	184	773	2.38	-590
200	8.20	250	7.97	-50	600	18.42	-400	Smoking Fee	2,150	8.62	2,500	7.40	-350	2,450	7.53	-300
1,062	43.57	1,587	50.57	-524	0	0.00	1,062	Market Sales	11,696	46.91	17,297	51.18	-5,601	0	0.00	11,696
2,438	100.00	3,138	100.00	-699	3,257	100.00	-819	Total Miscellaneous Revenues	24,933	100.00	33,798	100.00	-8,865	32,522	100.00	-7,589
COSales- Miscellaneous																
0	0.00	32	100.00	-32	0	0.00	0	COS-Laundry/Valet	0	0.00	353	100.00	-353	0	0.00	0
0	0.00	0	0.00	0	72	2.20	-72	COS-Movies	0	0.00	0	0.00	0	6,813	20.95	-6,813
0	0.00	0	0.00	0	1,236	83.09	-1,236	COS-Gift Shop	0	0.00	0	0.00	0	14,149	83.72	-14,149
0	0.00	20	0.64	-20	0	0.00	0	COS-Vending Cost	0	0.00	200	0.59	-200	0	0.00	0
273	25.66	793	50.00	-521	0	0.00	273	COS- Market	4,386	37.50	8,648	50.00	-4,262	0	0.00	4,386
273	11.18	846	26.95	-573	1,307	40.14	-1,035	Total COS- Miscellaneous	4,386	17.59	9,201	27.22	-4,815	20,963	64.46	-16,576
0	0.00	0	0.00	0	0	0.00	0	Banquet Room Rental	0	0.00	0	0.00	0	80	100.00	-80
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	80	100.00	-80
Cost of Sales- Meeting Room																
2,166	88.82	2,292	73.05	-126	1,950	59.86	216	Total Miscellaneous Profit	20,547	82.41	24,597	72.78	-4,050	11,640	35.79	8,907

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,900	3.42	5,949	2.29	-49	6,763	2.49	-862	General Manager	31,620	1.92	56,994	2.00	-25,374	42,470	1.51	-10,849
0	0.00	4,046	1.56	-4,046	5,210	1.92	-5,210	Assistant General Manager	23,975	1.46	39,809	1.40	-15,834	45,674	1.63	-21,700
2,341	1.36	2,287	0.88	54	2,466	0.91	-125	Security	23,542	1.43	22,870	0.80	672	23,055	0.82	487
742	0.43	1,032	0.40	-289	1,208	0.44	-466	Payroll Taxes	7,632	0.46	10,840	0.38	-3,208	9,550	0.34	-1,918
-110	-0.06	928	0.36	-1,038	-259	-0.10	149	Employee Benefits	10,693	0.65	9,280	0.33	1,413	11,180	0.40	-487
100	0.06	0	0.00	100	0	0.00	100	Vacation /PTO	4,011	0.24	0	0.00	4,011	4,601	0.16	-590
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,209	0.07	0	0.00	1,209	1,285	0.05	-76
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,375	0.14	9,375	0.33	-7,000	3,363	0.12	-988
8,974	5.20	14,242	5.49	-5,268	15,388	5.66	-6,414	Total P/R & R/B- A&G	105,057	6.39	149,168	5.23	-44,111	141,178	5.02	-36,121
Operating Expenses- A&G																
41	0.02	375	0.14	-334	968	0.36	-927	Employee Relations	1,161	0.07	3,750	0.13	-2,589	3,510	0.12	-2,349
2,000	1.16	2,000	0.77	0	2,000	0.74	0	Accounting Fees	20,000	1.22	20,000	0.70	0	20,000	0.71	0
1,750	1.01	778	0.30	972	869	0.32	881	Data Processing	18,899	1.15	10,171	0.36	8,728	8,539	0.30	10,360
346	0.20	583	0.22	-237	719	0.26	-373	Office Supplies	1,986	0.12	6,354	0.22	-4,368	6,772	0.24	-4,787
44	0.03	44	0.02	0	44	0.02	0	Muzak	421	0.03	440	0.02	-19	482	0.02	-60
0	0.00	475	0.18	-475	1,964	0.72	-1,964	Travel & Lodging	386	0.02	4,750	0.17	-4,364	15,043	0.54	-14,656
0	0.00	50	0.02	-50	263	0.10	-263	Meals and Entertainment	0	0.00	500	0.02	-500	1,317	0.05	-1,317
0	0.00	75	0.03	-75	0	0.00	0	Telephone	38	0.00	750	0.03	-712	275	0.01	-237
-50	-0.03	0	0.00	-50	0	0.00	-50	Licenses and Permits	1,557	0.09	1,544	0.05	13	1,569	0.06	-12
18	0.01	162	0.06	-144	69	0.03	-51	Postage	446	0.03	1,765	0.06	-1,319	1,205	0.04	-759
0	0.00	100	0.04	-100	0	0.00	0	Recruitment	1,258	0.08	1,650	0.06	-392	1,465	0.05	-207
495	0.29	180	0.07	315	261	0.10	234	Employment Screening/ Drug Testing	1,468	0.09	1,800	0.06	-332	1,977	0.07	-509
0	0.00	250	0.10	-250	388	0.14	-388	Training	387	0.02	3,650	0.13	-3,263	1,833	0.07	-1,446
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	50,464	1.80	-50,464
0	0.00	0	0.00	0	747	0.27	-747	Loss & Damage	0	0.00	0	0.00	0	3,890	0.14	-3,890
120	0.07	165	0.06	-45	150	0.06	-30	Dues/Subscriptions	2,864	0.17	2,641	0.09	223	4,191	0.15	-1,327
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	28	0.00	-28
3,276	1.90	6,799	2.62	-3,523	7,627	2.81	-4,351	Credit Card Commissions	40,233	2.45	74,699	2.62	-34,466	75,305	2.68	-35,072
0	0.00	0	0.00	0	465	0.17	-465	Cash Over/Short	-939	-0.06	0	0.00	-939	-4,598	-0.16	3,659
563	0.33	181	0.07	382	191	0.07	372	Equipment Rental	2,643	0.16	1,842	0.06	801	1,382	0.05	1,261
333	0.19	560	0.22	-227	507	0.19	-174	Payroll Services	4,794	0.29	5,950	0.21	-1,156	7,351	0.26	-2,557
1,027	0.60	1,472	0.57	-445	1,227	0.45	-200	Bank Charges	12,436	0.76	14,719	0.52	-2,283	14,553	0.52	-2,117
-119	-0.07	0	0.00	-119	-10,198	-3.75	10,079	Chargebacks	4,468	0.27	0	0.00	4,468	2,570	0.09	1,898
645	0.37	1,139	0.44	-494	1,337	0.49	-692	Workers Comp Insurance	7,539	0.46	12,130	0.43	-4,591	11,278	0.40	-3,739
10,490	6.08	15,388	5.93	-4,898	9,599	3.53	890	Total Operating- A&G	122,045	7.43	169,105	5.93	-47,060	230,400	8.20	-108,354
19,463	11.28	29,629	11.42	-10,166	24,987	9.19	-5,523	Total Expenses- A&G	227,102	13.82	318,273	11.16	-91,170	371,578	13.22	-144,475

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SALES DEPARTMENT																
SALES																
P/R & R/B																
-264	-0.15	3,842	1.48	-4,106	3,720	1.37	-3,984	Director of Sales	15,096	0.92	37,364	1.31	-22,268	33,082	1.18	-17,986
0	0.00	0	0.00	0	12	0.00	-12	Sales Manager	18	0.00	0	0.00	18	67	0.00	-49
375	0.22	961	0.37	-586	693	0.26	-318	Revenue Management	4,972	0.30	9,610	0.34	-4,638	7,197	0.26	-2,225
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.03	1,721	0.06	-1,205	0	0.00	516
-29	-0.02	382	0.15	-411	241	0.09	-270	Payroll Taxes	1,499	0.09	3,963	0.14	-2,464	2,850	0.10	-1,351
10	0.01	992	0.38	-982	936	0.34	-926	Employee Benefits	4,715	0.29	9,920	0.35	-5,205	9,700	0.35	-4,986
543	0.31	0	0.00	543	0	0.00	543	Vacation / PTO	2,022	0.12	0	0.00	2,022	1,512	0.05	510
0	0.00	0	0.00	0	0	0.00	0	Holiday	168	0.01	0	0.00	168	666	0.02	-498
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,150	0.07	3,300	0.12	-2,150	3,855	0.14	-2,705
635	0.37	6,349	2.45	-5,714	5,602	2.06	-4,967	Total P/R & R/B- Sales	30,156	1.84	65,878	2.31	-35,722	58,928	2.10	-28,773
Operating Expenses- Sales																
1,195	0.69	0	0.00	1,195	0	0.00	1,195	Revenue Mgmt Fee	4,780	0.29	0	0.00	4,780	0	0.00	4,780
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	135	0.00	-135	114	0.00	-114
0	0.00	10	0.00	-10	0	0.00	0	Office Supplies	0	0.00	100	0.00	-100	37	0.00	-37
0	0.00	75	0.03	-75	13	0.00	-13	Travel & Lodging	223	0.01	2,300	0.08	-2,077	1,988	0.07	-1,766
0	0.00	20	0.01	-20	53	0.02	-53	Meals & Entertainment	37	0.00	200	0.01	-163	234	0.01	-197
0	0.00	0	0.00	0	100	0.04	-100	Promotions	0	0.00	650	0.02	-650	569	0.02	-569
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.01	500	0.02	-400	500	0.02	-400
0	0.00	0	0.00	0	0	0.00	0	Sales Training	37	0.00	250	0.01	-213	42	0.00	-5
0	0.00	0	0.00	0	0	0.00	0	Dues & Subscriptions	2,647	0.16	5,177	0.18	-2,530	2,629	0.09	18
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	150	0.01	-150	171	0.01	-171
0	0.00	0	0.00	0	520	0.19	-520	Outdoor Advertising	0	0.00	900	0.03	-900	520	0.02	-520
55	0.03	0	0.00	55	287	0.11	-232	e Commerce Costs	1,038	0.06	1,800	0.06	-762	2,134	0.08	-1,096
769	0.45	0	0.00	769	658	0.24	111	Brand Paid Search	5,424	0.33	0	0.00	5,424	2,371	0.08	3,053
-399	-0.23	150	0.06	-549	0	0.00	-399	Internet Advertising	250	0.02	600	0.02	-350	0	0.00	250
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	850	0.05	850	0.03	0	0	0.00	850
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	0	0.00	0	250	0.01	-250
0	0.00	100	0.04	-100	0	0.00	0	Collateral	0	0.00	700	0.02	-700	286	0.01	-286
1,620	0.94	405	0.16	1,215	1,681	0.62	-60	Total Operating- Sales	15,385	0.94	14,312	0.50	1,073	11,847	0.42	3,538
2,255	1.31	6,754	2.60	-4,499	7,283	2.68	-5,027	Total Expenses-Sales	45,541	2.77	80,190	2.81	-34,649	70,775	2.52	-25,234

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,199	1.30	-4,199	2,611	0.74	-2,611	Chief Engineer	10,109	0.45	40,233	1.14	-30,124	18,583	0.53	-8,474
2,695	1.16	4,241	1.31	-1,546	4,677	1.33	-1,982	General Maintenance	28,514	1.27	41,725	1.18	-13,211	35,714	1.02	-7,200
243	0.10	506	0.16	-264	656	0.19	-413	Payroll Taxes	3,544	0.16	4,940	0.14	-1,396	4,705	0.13	-1,161
-11	0.00	94	0.03	-105	86	0.02	-96	Employee Benefits	215	0.01	940	0.03	-725	1,055	0.03	-840
0	0.00	0	0.00	0	0	0.00	0	Holiday	216	0.01	0	0.00	216	606	0.02	-390
100	0.04	0	0.00	100	0	0.00	100	Vacation /PTO	554	0.02	0	0.00	554	1,004	0.03	-450
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	375	0.01	-375	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	931	0.04	0	0.00	931	0	0.00	931
3,027	1.30	9,040	2.79	-6,013	8,029	2.29	-5,002	Total P/R & Related Expenses- Maintenance	44,083	1.96	88,213	2.50	-44,130	61,666	1.76	-17,583
Operating Expenses- R & M																
14	0.01	162	0.05	-148	0	0.00	14	Laundry Equipment	1,070	0.05	1,765	0.05	-695	2,005	0.06	-935
1,515	0.65	583	0.18	933	530	0.15	986	Building Maintenance	5,425	0.24	6,354	0.18	-929	6,637	0.19	-1,212
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	0	0.00	0	0.00	0	24	0.00	-24
102	0.04	162	0.05	-60	236	0.07	-135	Light Bulbs	516	0.02	1,765	0.05	-1,249	1,044	0.03	-528
2,930	1.26	324	0.10	2,606	104	0.03	2,826	Electrical & Mechanical	5,084	0.23	3,530	0.10	1,554	3,819	0.11	1,265
0	0.00	486	0.15	-486	0	0.00	0	HVAC	230	0.01	5,295	0.15	-5,065	6,335	0.18	-6,105
3,147	1.35	389	0.12	2,759	1,487	0.42	1,660	Plumbing & Boiler	7,851	0.35	4,236	0.12	3,615	4,284	0.12	3,566
0	0.00	50	0.02	-50	0	0.00	0	Pool	1,058	0.05	4,430	0.13	-3,372	3,947	0.11	-2,889
528	0.23	1,000	0.31	-472	0	0.00	528	Grounds & Landscaping	2,781	0.12	7,620	0.22	-4,839	8,268	0.24	-5,487
0	0.00	162	0.05	-162	0	0.00	0	Signage	0	0.00	1,765	0.05	-1,765	709	0.02	-709
0	0.00	259	0.08	-259	0	0.00	0	Furniture & Fixtures	-965	-0.04	2,824	0.08	-3,788	899	0.03	-1,864
0	0.00	162	0.05	-162	147	0.04	-147	Painting	1,052	0.05	1,765	0.05	-713	1,447	0.04	-394
0	0.00	250	0.08	-250	0	0.00	0	Carpet & Floor	115	0.01	4,950	0.14	-4,835	4,559	0.13	-4,443
0	0.00	30	0.01	-30	0	0.00	0	Telephone	0	0.00	300	0.01	-300	0	0.00	0
0	0.00	75	0.02	-75	0	0.00	0	Kitchen Equipment	0	0.00	750	0.02	-750	608	0.02	-608
0	0.00	453	0.14	-453	1,096	0.31	-1,096	Locks & Keys	1,198	0.05	4,942	0.14	-3,744	6,284	0.18	-5,086
0	0.00	97	0.03	-97	0	0.00	0	Radio & TV	0	0.00	1,059	0.03	-1,059	772	0.02	-772
2,843	1.22	400	0.12	2,443	3,765	1.07	-922	Exterminating	11,457	0.51	5,150	0.15	6,307	13,801	0.39	-2,344
0	0.00	0	0.00	0	140	0.04	-140	License & Permits	0	0.00	0	0.00	0	340	0.01	-340
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	0	0.00	0	0.00	0	1,659	0.05	-1,659
0	0.00	0	0.00	0	0	0.00	0	Equipment Rental	0	0.00	0	0.00	0	172	0.00	-172
0	0.00	0	0.00	0	0	0.00	0	Storage	0	0.00	0	0.00	0	297	0.01	-297
50	0.02	1,000	0.31	-950	0	0.00	50	Fire & Safety	1,846	0.08	5,800	0.16	-3,954	3,906	0.11	-2,060
413	0.18	396	0.12	17	404	0.12	9	Elevator	6,515	0.29	3,960	0.11	2,556	4,501	0.13	2,014
11,543	4.97	6,439	1.99	5,104	7,910	2.25	3,633	Total Operating - R & M	45,233	2.01	68,259	1.93	-23,026	76,316	2.18	-31,083
14,570	6.27	15,479	4.78	-909	15,939	4.54	-1,369	Total Expenses- R & M	89,316	3.97	156,471	4.43	-67,155	137,983	3.94	-48,666

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

For Property: Comfort Inn Fayetteville

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
4,817	2.07	6,500	2.01	-1,683	5,729	1.63	-912	Electricity	55,531	2.47	74,063	2.10	-18,532	71,478	2.04	-15,947
433	0.19	680	0.21	-247	489	0.14	-55	Gas	4,538	0.20	6,646	0.19	-2,107	6,623	0.19	-2,085
-574	-0.25	3,800	1.17	-4,374	4,931	1.40	-5,506	Water & Sewer	31,871	1.42	40,230	1.14	-8,359	42,069	1.20	-10,198
375	0.16	566	0.17	-191	566	0.16	-191	Waste Removal	3,736	0.17	5,660	0.16	-1,924	5,750	0.16	-2,014
5,051	2.17	11,546	3.57	-6,495	11,715	3.34	-6,664	Total Expenses- Utilities	95,677	4.25	126,599	3.59	-30,922	125,920	3.59	-30,243

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Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,766	5.15	14,484	5.65	-5,718	14,430	5.37	-5,664	Franchise Fees/ Royalties	91,685	5.67	159,178	5.65	-67,494	149,701	5.39	-58,016
5,973	3.51	9,870	3.85	-3,897	9,833	3.66	-3,859	Advertising	62,475	3.86	108,467	3.85	-45,991	66,522	2.40	-4,046
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	35,863	1.29	-35,863
4,705	2.77	5,555	2.17	-850	6,634	2.47	-1,929	Frequent Traveler	41,445	2.56	61,035	2.17	-19,590	60,265	2.17	-18,820
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	0	0.00	0	0.00	0	1,104	0.04	-1,104
540	0.32	1,897	0.74	-1,357	980	0.36	-440	Other Franchise Cost	3,485	0.22	20,848	0.74	-17,363	17,204	0.62	-13,719
19,984	11.75	31,807	12.41	-11,822	31,876	11.87	-11,891	Total Franchise Fees Expense	199,091	12.30	349,528	12.41	-150,438	330,659	11.91	-131,569

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Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
4,313	2.50	6,487	2.50	-2,174	6,796	2.50	-2,483	Management Fees	41,080	2.50	71,278	2.50	-30,198	70,260	2.50	-29,180
3,699	2.14	0	0.00	3,699	0	0.00	3,699	Management Fees- Owner	10,969	0.67	0	0.00	10,969	0	0.00	10,969
8,012	4.64	6,487	2.50	1,524	6,796	2.50	1,216	Total Management Fees Expense	52,049	3.17	71,278	2.50	-19,229	70,260	2.50	-18,211

Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
11,406	6.61	10,380	4.00	1,026	11,406	4.20	0	FF & E Reserve	114,064	6.94	114,045	4.00	19	132,231	4.71	-18,167
8,006	4.64	8,006	3.09	0	7,292	2.68	714	Real Estate Tax	80,057	4.87	80,057	2.81	0	79,343	2.82	714
639	0.37	639	0.25	0	572	0.21	67	Personal Property Tax	6,385	0.39	6,385	0.22	0	6,369	0.23	16
5,920	3.43	5,827	2.25	93	5,564	2.05	356	Insurance	58,932	3.59	58,150	2.04	782	57,420	2.04	1,512
25,970	15.05	24,851	9.58	1,119	24,835	9.14	1,136	TOTAL FIXED EXPENSES	259,438	15.79	258,636	9.07	802	275,363	9.80	-15,925

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Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	16,943	1.03	0	0.00	16,943	4,868	0.17	12,075
43,762	25.36	0	0.00	43,762	43,762	16.10	0	Depreciation	437,620	26.63	0	0.00	437,620	437,620	15.57	0
3,458	2.00	0	0.00	3,458	3,458	1.27	0	Amortization Expense	34,580	2.10	0	0.00	34,580	34,580	1.23	0
41,472	24.04	41,472	15.98	0	41,743	15.36	-271	Interest Expense	414,108	25.20	414,718	14.55	-610	418,254	14.89	-4,146
0	0.00	0	0.00	0	0	0.00	0	Insurance Claim Proceeds	0	0.00	0	0.00	0	-4,329	-0.15	4,329
0	0.00	2,595	1.00	-2,595	2,718	1.00	-2,718	Asset Management Fee	3,825	0.23	28,511	1.00	-24,686	28,104	1.00	-24,279
0	0.00	0	0.00	0	4,300	1.58	-4,300	Uninsured Loss	0	0.00	0	0.00	0	8,378	0.30	-8,378
0	0.00	0	0.00	0	1,376	0.51	-1,376	Extraordinary Expenses	6,692	0.41	0	0.00	6,692	30,257	1.08	-23,565
88,692	51.41	44,067	16.98	44,625	97,357	35.81	-8,665	Total Other	913,769	55.61	443,229	15.55	470,539	957,733	34.08	-43,964

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Company: 1922 Skibo dba Comfort Inn Fayetteville Property: Comfort Inn Fayetteville

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

For Property: CY Chicago St Charles

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,751		3,751		0	3,751			0 Total Rooms Available	36,905		36,905		0	36,784		121
1,761		2,804		-1,043	2,666			-905 Total Rooms Sold	13,633		24,643		-11,010	23,487		-9,854
46.95%		74.75%		-27.81%	71.07%		-24.13%	Occupancy %	36.94%		66.77%		-29.83%	63.85%		-26.91%
96.41		122.81		-26.40	120.69		-24.28	Average Rate	95.66		120.85		-25.19	118.79		-23.13
45.26		91.80		-46.54	85.78		-40.52	REVPAR	35.34		80.70		-45.36	75.85		-40.51
REVENUES																
169,773	97.62	344,353	92.04	-174,580	321,752	92.99	-151,979	ROOMS	1,304,087	95.83	2,978,140	91.69	-1,674,053	2,790,051	92.00	-1,485,964
518	0.30	18,524	4.95	-18,006	19,867	5.74	-19,349	FOOD	26,190	1.92	168,554	5.19	-142,365	158,968	5.24	-132,778
0	0.00	6,505	1.74	-6,505	0	0.00	0	BEVERAGE	0	0.00	57,172	1.76	-57,172	42,524	1.40	-42,524
3,616	2.08	4,758	1.27	-1,142	4,402	1.27	-786	MISCELLANEOUS	30,548	2.24	44,228	1.36	-13,680	41,026	1.35	-10,477
173,907	100.00	374,140	100.00	-200,234	346,020	100.00	-172,113	TOTAL REVENUES	1,360,825	100.00	3,248,094	100.00	-1,887,269	3,032,569	100.00	-1,671,744
DEPARTMENT EXPENSES																
32,839	19.34	66,855	19.41	-34,016	75,974	23.61	-43,135	ROOMS EXPENSE	307,580	23.59	626,424	21.03	-318,844	604,484	21.67	-296,903
-11	-2.06	20,152	108.78	-20,162	20,265	102.00	-20,276	FOOD EXPENSE	53,149	202.94	196,983	116.87	-143,834	184,320	115.95	-131,171
0	0.00	3,821	58.74	-3,821	26	0.00	-26	BEVERAGE EXPENSE	0	0.00	18,008	31.50	-18,008	13,675	32.16	-13,675
684	18.92	1,823	38.31	-1,138	2,827	64.23	-2,143	MISCELLANEOUS EXPENSE	9,388	30.73	16,524	37.36	-7,136	20,459	49.87	-11,071
33,513	19.27	92,651	24.76	-59,138	99,092	28.64	-65,579	TOTAL DEPARTMENTAL EXPENSES	370,118	27.20	857,939	26.41	-487,821	822,938	27.14	-452,819
DEPARTMENTAL PROFIT																
136,934	80.66	277,498	80.59	-140,564	245,778	76.39	-108,844	ROOMS PROFIT	996,507	76.41	2,351,716	78.97	-1,355,209	2,185,567	78.33	-1,189,061
529	102.06	-1,627	-8.78	2,156	-398	-2.00	927	FOOD PROFIT	-26,960	-102.94	-28,429	-16.87	1,469	-25,352	-15.95	-1,607
0	0.00	2,684	41.26	-2,684	-26	0.00	26	BEVERAGE PROFIT	0	0.00	39,164	68.50	-39,164	28,850	67.84	-28,850
2,932	81.08	2,935	61.69	-4	1,574	35.77	1,357	MISCELLANEOUS PROFIT	21,160	69.27	27,704	62.64	-6,544	20,566	50.13	594
140,394	80.73	281,490	75.24	-141,096	246,928	71.36	-106,534	TOTAL DEPARTMENTAL PROFIT	990,707	72.80	2,390,155	73.59	-1,399,448	2,209,631	72.86	-1,218,924
ADMIN EXPENSES																
20,346	11.70	30,480	8.15	-10,134	30,502	8.82	-10,156	A & G EXPENSE	235,567	17.31	317,192	9.77	-81,625	294,615	9.72	-59,048
3,117	1.79	2,562	0.68	555	3,398	0.98	-281	TELECOM	27,769	2.04	25,821	0.79	1,947	26,780	0.88	988
4,746	2.73	9,672	2.59	-4,926	8,088	2.34	-3,342	SALES & MARKETING EXPENSES	57,796	4.25	107,409	3.31	-49,613	91,724	3.02	-33,928
29,764	17.11	39,435	10.54	-9,672	39,227	11.34	-9,464	FRANCHISE FEES	171,410	12.60	341,923	10.53	-170,513	324,524	10.70	-153,114
10,550	6.07	14,949	4.00	-4,399	14,939	4.32	-4,389	MAINTENANCE EXPENSES	119,470	8.78	154,022	4.74	-34,552	148,909	4.91	-29,439
7,106	4.09	10,324	2.76	-3,218	11,904	3.44	-4,797	UTILITIES EXPENSE	92,209	6.78	120,427	3.71	-28,218	120,215	3.96	-28,006
75,629	43.49	107,422	28.71	-31,793	108,058	31.23	-32,429	TOTAL ADMIN EXPENSES	704,222	51.75	1,066,794	32.84	-362,572	1,006,768	33.20	-302,546
64,765	37.24	174,068	46.52	-109,303	138,870	40.13	-74,105	HOUSE PROFIT	286,485	21.05	1,323,361	40.74	-1,036,876	1,202,863	39.66	-916,378
FIXED EXPENSES																
8,073	4.64	9,360	2.50	-1,287	8,651	2.50	-578	MANAGEMENT FEES	45,018	3.31	81,264	2.50	-36,247	75,814	2.50	-30,797
46,617	26.81	54,433	14.55	-7,816	44,200	12.77	2,417	FIXED EXPENSES	533,597	39.21	523,000	16.10	10,597	515,642	17.00	17,955

10,074	5.79	110,274	29.47	-100,200	86,019	24.86	-75,945	NET OPERATING INCOME	-292,129	-21.47	719,097	22.14	-1,011,226	611,407	20.16	-903,536
66,751	38.38	40,972	10.95	25,779	71,073	20.54	-4,322	Other	711,427	52.28	404,782	12.46	306,645	742,914	24.50	-31,486
-56,677	-32.59	69,303	18.52	-125,979	14,946	4.32	-71,623	N.I. after Other	-1,003,556	-73.75	314,315	9.68	-1,317,871	-131,506	-4.34	-872,050
-26,535		69,303		-95,837	45,088		-71,623	Cash before Depreciation/Amortization	-702,136		314,315		-1,016,451	169,914		-872,050

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ROOMS DEPARTMENT																
ROOMS REVENUE																
86,546	50.98	96,233	27.95	-9,687	101,136	31.43	-14,590	Rack/ Premium	678,214	52.01	1,144,573	38.43	-466,358	1,044,948	37.45	-366,734
42,216	24.87	68,894	20.01	-26,678	59,515	18.50	-17,299	Discounts - Other	279,570	21.44	473,725	15.91	-194,155	496,350	17.79	-216,780
3,972	2.34	10,880	3.16	-6,908	7,760	2.41	-3,788	Government	27,038	2.07	69,587	2.34	-42,549	64,158	2.30	-37,120
19,358	11.40	74,698	21.69	-55,341	69,377	21.56	-50,020	Locally Negotiated Rate	204,748	15.70	729,064	24.48	-524,316	626,434	22.45	-421,686
0	0.00	0	0.00	0	0	0.00	0	Allowances	117	0.01	0	0.00	117	-175	-0.01	292
4,576	2.70	4,004	1.16	572	6,912	2.15	-2,336	Redemption Revenue	31,571	2.42	60,147	2.02	-28,575	62,881	2.25	-31,310
156,668	92.28	254,709	73.97	-98,041	244,701	76.05	-88,033	Total Transient Revenue	1,221,259	93.65	2,477,095	83.18	-1,255,836	2,294,596	82.24	-1,073,338
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
12,733	7.50	89,644	26.03	-76,911	76,135	23.66	-63,402	Group- Corporate	74,214	5.69	501,045	16.82	-426,831	482,009	17.28	-407,795
12,733	7.50	89,644	26.03	-76,911	76,135	23.66	-63,402	Total Group Revenue	74,214	5.69	501,045	16.82	-426,831	482,009	17.28	-407,795
372	0.22	0	0.00	372	916	0.28	-544	Guaranteed No-Show	8,614	0.66	0	0.00	8,614	13,445	0.48	-4,831
169,773	100.00	344,353	100.00	-174,580	321,752	100.00	-151,979	Total Rooms Revenue	1,304,087	100.00	2,978,140	100.00	-1,674,053	2,790,051	100.00	-1,485,964
ROOM STATISTICS																
823	47	617	22	206	735	28	88	Rack/ Premium Rooms	6,474	47	8,102	33	-1,628	7,597	32	-1,123
576	33	757	27	-181	667	25	-91	Discounts - Other Rooms	4,015	29	5,397	22	-1,382	5,814	25	-1,799
38	2	112	4	-74	81	3	-43	Government Rooms	283	2	718	3	-435	676	3	-393
219	12	673	24	-454	634	24	-415	Locally Negotiated Corporate Rooms	2,248	16	6,730	27	-4,482	5,824	25	-3,576
1,656	94	2,159	77	-503	2,117	79	-461	Total Transient Stats	13,020	96	20,948	85	-7,928	19,911	85	-6,891
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
105	6	645	23	-540	549	21	-444	Group- Corporate Rooms	613	4	3,695	15	-3,082	3,576	15	-2,963
105	6	645	23	-540	549	21	-444	Total Group Stats	613	4	3,695	15	-3,082	3,576	15	-2,963
1,761	100	2,804	100	-1,043	2,666	100	-905	TOTAL ROOM STATISTICS	13,633	100	24,643	100	-11,010	23,487	100	-9,854
Other Room Stats																
5	0	0	0	5	3	0	2	Comp Rooms	237	2	0	0	237	147	1	90
8	0	0	0	8	13	0	-5	GNS Stats	134	1	0	0	134	149	1	-15
166	9	0	0	166	299	11	-133	Out of Order Rooms	1,155	8	0	0	1,155	1,716	7	-561
2,373	135	0	0	2,373	3,344	125	-971	# of Guests	18,118	133	0	0	18,118	29,691	126	-11,573

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ADR																
105.16		156.00		-50.84	137.60		-32.44	Rack/Premium ADR	104.76		141.27		-36.51	137.55		-32.79
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
73.29		91.00		-17.71	89.23		-15.94	Discount ADR	69.63		87.77		-18.14	85.37		-15.74
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
104.53		97.00		7.53	95.80		8.72	Government ADR	95.54		96.94		-1.40	94.91		0.63
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
88.39		111.00		-22.61	109.43		-21.04	Local Negotiated ADR	91.08		108.33		-17.25	107.56		-16.48
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
94.61		117.97		-23.36	115.59		-20.98	Total Transient ADR	93.80		118.25		-24.45	115.24		-21.44
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
121.27		139.00		-17.73	138.68		-17.41	Group - Corporate ADR	121.07		135.58		-14.52	134.79		-13.72
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
121.27		139.00		-17.73	138.68		-17.41	Total Group ADR	121.07		135.58		-14.52	134.79		-13.72

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Payroll & Related Expense																
2,819	1.60	0	0.00	2,819	0	0.00	2,819	FOM/Guest Service Mgr	2,819	0.21	0	0.00	2,819	0	0.00	2,819
2,736	1.55	7,290	2.60	-4,554	7,542	2.83	-4,806	FD/ Guest Service Reps	32,201	2.36	62,225	2.53	-30,024	65,532	2.79	-33,332
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	252	0.01	-252
0	0.00	3,674	1.31	-3,674	3,577	1.34	-3,577	Executive Housekeeper	11,030	0.81	35,306	1.43	-24,276	34,454	1.47	-23,424
2,821	1.60	2,832	1.01	-11	0	0.00	2,821	Asst Exec Housekeeper/ Inspectress	22,781	1.67	25,658	1.04	-2,877	0	0.00	22,781
5,569	3.16	17,525	6.25	-11,956	8,245	3.09	-2,676	Housekeepers	38,039	2.79	154,020	6.25	-115,981	31,433	1.34	6,606
0	0.00	5,580	1.99	-5,580	3,846	1.44	-3,846	Housemen	9,667	0.71	54,900	2.23	-45,233	28,007	1.19	-18,340
0	0.00	4,486	1.60	-4,486	1,714	0.64	-1,714	Laundry	4,629	0.34	39,430	1.60	-34,801	6,652	0.28	-2,023
4,382	2.49	3,720	1.33	662	6,256	2.35	-1,874	Night Audit	34,467	2.53	36,600	1.49	-2,133	38,763	1.65	-4,296
1,981	1.13	2,742	0.98	-761	3,172	1.19	-1,191	Payroll Taxes	17,029	1.25	24,968	1.01	-7,940	21,918	0.93	-4,889
206	0.12	744	0.27	-538	1,284	0.48	-1,078	Employee Benefits	6,408	0.47	7,440	0.30	-1,032	10,248	0.44	-3,841
822	0.47	600	0.21	222	0	0.00	822	Vacation /PTO	10,276	0.75	6,000	0.24	4,276	5,945	0.25	4,330
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,146	0.16	2,000	0.08	146	2,078	0.09	68
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	250	0.02	0	0.00	250	87	0.00	163
0	0.00	0	0.00	0	14,605	5.48	-14,605	Contract Labor- Housekeepers	15,955	1.17	0	0.00	15,955	136,185	5.80	-120,230
0	0.00	0	0.00	0	1,188	0.45	-1,188	Contract Labor- Houseperson	2,340	0.17	0	0.00	2,340	13,250	0.56	-10,910
0	0.00	0	0.00	0	3,307	1.24	-3,307	Contract Labor- Laundry	1,919	0.14	0	0.00	1,919	20,382	0.87	-18,463
21,335	12.12	49,193	17.54	-27,859	54,736	20.53	-33,401	Total P/R & R/Benefits- Rooms	211,954	15.55	448,547	18.20	-236,593	415,187	17.68	-203,232
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	84	0.03	-84	0	0.00	0	Newspapers	291	0.02	739	0.03	-448	809	0.03	-517
0	0.00	2,524	0.90	-2,524	3,858	1.45	-3,858	Comp Breakfast	6,831	0.50	22,179	0.90	-15,347	20,924	0.89	-14,093
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	412	0.03	0	0.00	412	4,172	0.18	-3,759
0	0.00	416	0.15	-416	2,086	0.78	-2,086	Guest Transportation	0	0.00	4,160	0.17	-4,160	19,049	0.81	-19,049
0	0.00	140	0.05	-140	0	0.00	0	Laundry Supplies	154	0.01	1,232	0.05	-1,078	307	0.01	-153
0	0.00	1,542	0.55	-1,542	1,581	0.59	-1,581	Linen Supplies	3,023	0.22	13,554	0.55	-10,531	11,339	0.48	-8,316
1,838	1.04	1,680	0.60	158	2,072	0.78	-234	Cable TV	16,834	1.23	16,800	0.68	34	18,364	0.78	-1,530
393	0.22	400	0.14	-7	495	0.19	-101	HSIA Support	3,933	0.29	4,000	0.16	-68	4,034	0.17	-101
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	116	0.00	-116
1,585	0.90	1,682	0.60	-98	1,146	0.43	439	Reservations Expense	5,809	0.43	15,476	0.63	-9,667	13,009	0.55	-7,200
2,471	1.40	3,225	1.15	-754	3,160	1.19	-689	Guest Room Supplies	20,117	1.48	28,339	1.15	-8,222	26,149	1.11	-6,032
398	0.23	701	0.25	-303	779	0.29	-381	Cleaning Supplies	4,145	0.30	6,161	0.25	-2,016	6,215	0.26	-2,071
430	0.24	477	0.17	-47	976	0.37	-546	Ecolab Core Supplies	2,679	0.20	4,190	0.17	-1,511	5,292	0.23	-2,612
4,359	2.48	4,220	1.50	139	4,640	1.74	-281	Travel Agents Commission	28,759	2.11	55,500	2.25	-26,741	53,791	2.29	-25,032
0	0.00	421	0.15	-421	445	0.17	-445	Uniforms	1,102	0.08	3,696	0.15	-2,594	4,050	0.17	-2,947
0	0.00	150	0.05	-150	0	0.00	0	Walk Expense	0	0.00	1,850	0.08	-1,850	1,678	0.07	-1,678
31	0.02	0	0.00	31	0	0.00	31	COVID 19 Supplies	1,537	0.11	0	0.00	1,537	0	0.00	1,537
11,505	6.53	17,662	6.30	-6,157	21,238	7.97	-9,734	Total Operating - Rooms	95,626	7.01	177,877	7.22	-82,250	189,297	8.06	-93,671
32,839	18.65	66,855	23.84	-34,016	75,974	28.50	-43,135	Total Expenses- Rooms	307,580	22.56	626,424	25.42	-318,844	604,484	25.74	-296,903
136,934	77.76	277,498	98.97	-140,564	245,778	92.19	-108,844	Net Income- Rooms	996,507	73.10	2,351,716	95.43	-1,355,209	2,185,567	93.05	-1,189,061

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Food & Beverage Summary																
18	3.47	16,924	67.62	-16,906	18,096	91.09	-18,078	Total Food Sales	23,873	91.15	152,554	67.58	-128,682	142,314	70.63	-118,441
0	0.00	6,505	25.99	-6,505	0	0.00	0	Total Beverage Sales	0	0.00	57,172	25.33	-57,172	42,524	21.10	-42,524
0	0.00	0	0.00	0	100	0.50	-100	Total Banquet A/V	0	0.00	0	0.00	0	300	0.15	-300
500	96.53	1,600	6.39	-1,100	1,670	8.41	-1,170	Total Banquet Misc	2,317	8.85	16,000	7.09	-13,683	16,354	8.12	-14,037
518	100.00	25,030	100.00	-24,512	19,867	100.00	-19,349	Total F & B Sales	26,190	100.00	225,726	100.00	-199,536	201,492	100.00	-175,302
0	0.00	7,616	45.00	-7,616	6,828	37.73	-6,828	Food Cost	17,945	75.17	68,649	45.00	-50,705	63,502	44.62	-45,557
0	0.00	1,821	28.00	-1,821	26	0.00	-26	Beverage Costs	0	0.00	16,008	28.00	-16,008	11,675	27.45	-11,675
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	9,437	37.71	-9,437	6,854	34.50	-6,854	Total F & B Costs	17,945	68.52	84,658	37.50	-66,713	75,176	37.31	-57,232
-11	-59.28	10,191	60.21	-10,202	10,155	56.12	-10,166	Food Wages	22,296	93.39	100,336	65.77	-78,040	93,567	65.75	-71,271
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
-11	-59.28	10,191	43.50	-10,202	10,155	56.12	-10,166	Total F & B Wages	22,296	93.39	100,336	47.84	-78,040	93,567	50.62	-71,271
0	0.00	1,420	6.06	-1,420	1,638	9.05	-1,638	F & B- P T & E B	7,464	31.27	15,622	7.45	-8,157	14,763	7.99	-7,298
-11	-2.06	11,611	46.39	-11,621	11,794	59.36	-11,804	TTL P/R and Benefits	29,760	113.63	115,958	51.37	-86,198	108,329	53.76	-78,569
0	0.00	925	5.47	-925	1,643	9.08	-1,643	Food Operating Expenses	5,445	22.81	12,376	8.11	-6,931	12,489	8.78	-7,044
0	0.00	2,000	30.74	-2,000	0	0.00	0	Beverage Operating Expenses	0	0.00	2,000	3.50	-2,000	2,000	4.70	-2,000
0	0.00	2,925	11.69	-2,925	1,643	8.27	-1,643	Total F & B Operating Expenses	5,445	20.79	14,376	6.37	-8,931	14,489	7.19	-9,044
529	102.06	1,056	4.22	-528	-424	-2.13	953	Net F & B Income	-26,960	-102.94	10,735	4.76	-37,695	3,498	1.74	-30,457

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	3,197	17.26	-3,197	3,204	16.13	-3,204	Starbucks Revenues	2,900	11.07	28,093	16.67	-25,193	26,621	16.75	-23,720
0	0.00	9,225	49.80	-9,225	10,002	50.34	-10,002	Bistro Breakfast	15,543	59.35	81,075	48.10	-65,533	78,125	49.15	-62,583
0	0.00	3,253	17.56	-3,253	2,240	11.27	-2,240	Bistro Dinner	4,839	18.48	28,586	16.96	-23,747	25,217	15.86	-20,379
0	0.00	12,478	67.36	-12,478	12,241	61.62	-12,241	Total Bistro	20,381	77.82	109,661	65.06	-89,280	103,343	65.01	-82,961
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Room Service Delivery Charge	0	0.00	0	0.00	0	-481	-0.30	481
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	-481	-0.30	481
0	0.00	750	4.05	-750	1,684	8.48	-1,684	Banquet Breakfast	450	1.72	9,800	5.81	-9,350	6,946	4.37	-6,496
0	0.00	300	1.62	-300	680	3.42	-680	Banquet Lunch	0	0.00	3,000	1.78	-3,000	4,116	2.59	-4,116
18	3.47	200	1.08	-182	288	1.45	-270	Banquet Breaks	141	0.54	2,000	1.19	-1,859	1,769	1.11	-1,628
18	3.47	1,250	6.75	-1,232	2,652	13.35	-2,634	Total Banquets	591	2.26	14,800	8.78	-14,209	12,831	8.07	-12,240
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
18	3.47	16,924	91.36	-16,906	18,096	91.09	-18,078	Net Food Revenue	23,873	91.15	152,554	90.51	-128,682	142,314	89.52	-118,441
500	96.53	1,100	5.94	-600	975	4.91	-475	Banquet Room Rental	2,225	8.50	11,000	6.53	-8,775	10,718	6.74	-8,493
0	0.00	0	0.00	0	100	0.50	-100	Banquet A/V	0	0.00	0	0.00	0	300	0.19	-300
0	0.00	500	2.70	-500	695	3.50	-695	F & B Service Charges	92	0.35	5,000	2.97	-4,908	5,636	3.55	-5,544
500	96.53	1,600	8.64	-1,100	1,770	8.91	-1,270	Total Banquets Other	2,317	8.85	16,000	9.49	-13,683	16,654	10.48	-14,337
518	100.00	18,524	100.00	-18,006	19,867	100.00	-19,349	Total Food Revenues	26,190	100.00	168,554	100.00	-142,365	158,968	100.00	-132,778

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Cost of Goods Sold																
0	0.00	7,616	45.00	-7,616	6,828	37.73	-6,828	Cost of Sales - Food	17,945	75.17	68,649	45.00	-50,705	63,502	44.62	-45,557
0	0.00	7,616	45.00	-7,616	6,828	37.73	-6,828	Total Cost of Good Sold	17,945	75.17	68,649	45.00	-50,705	63,502	44.62	-45,557
Food Payroll																
0	0.00	7,332	39.58	-7,332	6,363	32.03	-6,363	Gourmet Attendant	16,398	62.61	72,136	42.80	-55,738	68,454	43.06	-52,056
0	0.00	2,418	13.05	-2,418	3,342	16.82	-3,342	Cooks	5,198	19.85	23,790	14.11	-18,592	18,017	11.33	-12,819
0	0.00	300	1.62	-300	0	0.00	0	F & B Service Charge- Payout	0	0.00	3,000	1.78	-3,000	3,269	2.06	-3,269
0	0.00	1,220	6.58	-1,220	1,021	5.14	-1,021	Payroll Taxes	3,213	12.27	12,182	7.23	-8,968	11,067	6.96	-7,854
-11	-2.06	141	0.76	-152	127	0.64	-138	Employee Benefits	700	2.67	1,410	0.84	-710	1,367	0.86	-667
0	0.00	200	1.08	-200	117	0.59	-117	Vacation /PTO	3,881	14.82	2,000	1.19	1,881	1,805	1.14	2,076
0	0.00	0	0.00	0	0	0.00	0	Holiday	369	1.41	1,440	0.85	-1,071	1,390	0.87	-1,021
0	0.00	0	0.00	0	500	2.52	-500	Bonus/Incentive Pay	0	0.00	0	0.00	0	500	0.31	-500
0	0.00	0	0.00	0	323	1.63	-323	Contract Labor	0	0.00	0	0.00	0	2,460	1.55	-2,460
-11	-2.06	11,611	62.68	-11,621	11,794	59.36	-11,804	Total Food Wages	29,760	113.63	115,958	68.80	-86,198	108,329	68.15	-78,569
Operating Expenses																
0	0.00	75	0.40	-75	0	0.00	0	China	0	0.00	780	0.46	-780	317	0.20	-317
0	0.00	25	0.13	-25	0	0.00	0	Glass	0	0.00	250	0.15	-250	119	0.08	-119
0	0.00	15	0.08	-15	0	0.00	0	Silverware	255	0.97	150	0.09	105	118	0.07	136
0	0.00	0	0.00	0	166	0.84	-166	Tableware	51	0.19	0	0.00	51	321	0.20	-270
0	0.00	0	0.00	0	0	0.00	0	Data Processing- F & B	0	0.00	1,430	0.85	-1,430	1,404	0.88	-1,404
0	0.00	0	0.00	0	0	0.00	0	Decorations	0	0.00	0	0.00	0	-124	-0.08	124
0	0.00	0	0.00	0	0	0.00	0	Contract Cleaning	0	0.00	600	0.36	-600	587	0.37	-587
0	0.00	0	0.00	0	0	0.00	0	Supplies- Other	0	0.00	0	0.00	0	58	0.04	-58
0	0.00	120	0.65	-120	126	0.63	-126	Cleaning Supplies	786	3.00	1,200	0.71	-414	969	0.61	-183
0	0.00	50	0.27	-50	533	2.68	-533	Dishwasher Supplies	1,498	5.72	500	0.30	998	544	0.34	954
0	0.00	550	2.97	-550	586	2.95	-586	Supplies- Paper	2,503	9.56	5,500	3.26	-2,997	5,896	3.71	-3,393
0	0.00	0	0.00	0	0	0.00	0	Menus	251	0.96	1,066	0.63	-815	1,070	0.67	-820
0	0.00	90	0.49	-90	70	0.35	-70	Kitchen & Utensils Supplies	102	0.39	900	0.53	-798	961	0.60	-859
0	0.00	0	0.00	0	0	0.00	0	Uniforms	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	162	0.82	-162	Promotions	0	0.00	0	0.00	0	248	0.16	-248
0	0.00	925	4.99	-925	1,643	8.27	-1,643	Total Operating Expense- Food	5,445	20.79	12,376	7.34	-6,931	12,489	7.86	-7,044
-11	-2.06	20,152	108.78	-20,162	20,265	102.00	-20,276	Total Food Costs	53,149	202.94	196,983	116.87	-143,834	184,320	115.95	-131,171
529	102.06	-1,627	-8.78	2,156	-398	-2.00	927	N.I.- Food Department	-26,960	-102.94	-28,429	-16.87	1,469	-25,352	-15.95	-1,607

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	2,496	38.36	-2,496	0	0.00	0	Bar Liquor	0	0.00	21,932	38.36	-21,932	16,326	38.39	-16,326
0	0.00	1,710	26.29	-1,710	0	0.00	0	Bar Beer	0	0.00	15,032	26.29	-15,032	11,208	26.36	-11,208
0	0.00	2,299	35.34	-2,299	0	0.00	0	Bar Wine	0	0.00	20,207	35.34	-20,207	14,991	35.25	-14,991
0	0.00	6,505	100.00	-6,505	0	0.00	0	Total Bar Beverage	0	0.00	57,172	100.00	-57,172	42,524	100.00	-42,524
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	6,505	100.00	-6,505	0	0.00	0	Total Beverage Revenue	0	0.00	57,172	100.00	-57,172	42,524	100.00	-42,524

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Cost of Goods Sold																
0	0.00	699	10.74	-699	0	0.00	0	Cost of Sales - Liquor	0	0.00	6,141	10.74	-6,141	3,268	7.69	-3,268
0	0.00	479	7.36	-479	-8	0.00	8	Cost of Sales - Beer	0	0.00	4,209	7.36	-4,209	3,195	7.51	-3,195
0	0.00	644	9.90	-644	33	0.00	-33	Cost of Sales - Wine	0	0.00	5,658	9.90	-5,658	5,211	12.25	-5,211
0	0.00	1,821	28.00	-1,821	26	0.00	-26	Total COGS- Beverage	0	0.00	16,008	28.00	-16,008	11,675	27.45	-11,675
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	2,000	30.74	-2,000	0	0.00	0	Licenses & Permits	0	0.00	2,000	3.50	-2,000	2,000	4.70	-2,000
0	0.00	2,000	30.74	-2,000	0	0.00	0	Total Operating- Beverage	0	0.00	2,000	3.50	-2,000	2,000	4.70	-2,000
0	0.00	3,821	58.74	-3,821	26	0.00	-26	Total Beverage Costs	0	0.00	18,008	31.50	-18,008	13,675	32.16	-13,675
0	0.00	2,684	41.26	-2,684	-26	0.00	26	Net Income- Beverage	0	0.00	39,164	68.50	-39,164	28,850	67.84	-28,850

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FOOD STATS																
0	0.00	0	0.00	0	927	0.87	-927	Restaurant Breakfast Covers	1,341	0.78	0	0.00	1,341	7,167	0.80	-5,826
0	0.00	0	0.00	0	139	0.13	-139	Restaurant Dinner Covers	374	0.22	0	0.00	374	1,805	0.20	-1,431
0	0.00	0	0.00	0	1,066	1.00	-1,066	Total Food Covers	1,715	1.00	0	0.00	1,715	8,972	1.00	-7,257

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TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	40	0.00	-40	Local	0	0.00	0	0.00	0	-783	0.00	783
0	0.00	100	0.00	-100	-39	0.00	39	Long Distance	0	0.00	1,000	0.00	-1,000	1,029	0.00	-1,029
28	0.00	168	0.00	-140	0	0.00	28	Internet Access Fees	1,397	0.00	1,479	0.00	-82	653	0.00	744
28	0.00	268	0.00	-240	1	0.00	27	Total Phone Revenues	1,397	0.00	2,479	0.00	-1,082	899	0.00	498
COS- Communication																
1,021	0.59	890	0.24	131	623	0.18	398	COS-Local	7,592	0.56	8,900	0.27	-1,308	6,029	0.20	1,562
58	0.00	40	40.00	18	53	-135.11	5	COS-Long Distance	495	0.00	400	40.00	95	708	68.77	-213
1,966	7,071.91	1,700	1,010.46	266	1,975	0.00	-9	COS-HSIA ISP	19,859	1,421.62	17,000	1,149.75	2,859	17,780	2,721.56	2,079
3,045	0.00	2,630	0.00	415	2,651	0.00	394	Total COS- Comm	27,946	0.00	26,300	0.00	1,646	24,517	0.00	3,429
-3,017	0.00	-2,362	0.00	-655	-2,651	0.00	-367	Gross Margin- Comm	-26,549	0.00	-23,821	0.00	-2,727	-23,618	0.00	-2,931
Operating Expenses																
100	0.00	100	0.00	0	0	0.00	100	Equipment Cost	960	0.00	1,000	0.00	-40	1,231	0.00	-271
0	0.00	100	0.00	-100	748	0.00	-748	Equipment Maintenance	260	0.00	1,000	0.00	-740	1,931	0.00	-1,671
100	0.00	200	0.00	-100	748	0.00	-648	Total Operating - Comm	1,220	0.00	2,000	0.00	-780	3,163	0.00	-1,943
3,117	0.00	2,562	0.00	555	3,398	0.00	-281	N.I.- Comm Dept	27,769	0.00	25,821	0.00	1,947	26,780	0.00	988

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	175	3.68	-175	398	9.04	-398	Laundry/Valet	874	2.86	1,980	4.48	-1,106	1,933	4.72	-1,059
0	0.00	80	1.68	-80	60	1.36	-60	Movie Income	400	1.31	800	1.81	-400	899	2.20	-500
310	8.57	60	1.26	250	0	0.00	310	Vending	807	2.64	600	1.36	207	589	1.44	217
900	24.89	330	6.94	570	375	8.52	525	Pet Fees	6,464	21.16	3,830	8.66	2,634	3,745	9.15	2,719
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	22	0.07	0	0.00	22	121	0.30	-99
-102	-2.83	420	8.83	-522	670	15.23	-773	Late Cancellation Income	4,467	14.62	4,200	9.50	267	1,948	4.76	2,519
200	5.53	0	0.00	200	0	0.00	200	Smoking Fee	350	1.15	0	0.00	350	0	0.00	350
179	4.94	300	6.31	-121	378	8.59	-200	Tax Discounts Earned	748	2.45	3,000	6.78	-2,252	2,456	6.00	-1,707
2,130	58.90	2,832	59.52	-702	2,520	57.26	-390	Market Sales	16,417	53.74	24,889	56.28	-8,473	24,662	60.26	-8,245
0	0.00	561	11.79	-561	0	0.00	0	Market Sales- Beer/Wine	0	0.00	4,929	11.14	-4,929	4,573	11.17	-4,573
3,616	100.00	4,758	100.00	-1,142	4,402	100.00	-786	Total Miscellaneous Revenues	30,548	100.00	44,228	100.00	-13,680	40,926	100.00	-10,377
COSales- Miscellaneous																
0	0.00	166	95.00	-166	445	111.87	-445	COS-Laundry/Valet	844	96.54	1,881	95.00	-1,037	2,422	125.29	-1,578
18	0.50	72	1.51	-54	129	2.92	-111	COS-Movies	324	1.06	720	1.63	-396	855	2.09	-532
666	31.28	1,416	50.00	-750	1,674	66.43	-1,008	COS- Market	8,221	50.08	12,445	50.00	-4,224	16,603	67.32	-8,382
0	0.00	168	3.54	-168	0	0.00	0	COS- Market Beer/Wine	0	0.00	1,479	3.34	-1,479	0	0.00	0
684	18.92	1,823	38.31	-1,138	2,248	51.07	-1,564	Total COS- Miscellaneous	9,388	30.73	16,524	37.36	-7,136	19,880	48.58	-10,492
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	0	0.00	0	0.00	0	100	100.00	-100
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	100	100.00	-100
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	579	0.00	-579	COS-Banquet Room AV	0	0.00	0	0.00	0	579	579.21	-579
2,932	81.08	2,935	61.69	-4	1,574	35.77	1,357	Total Miscellaneous Profit	21,160	69.27	27,704	62.64	-6,544	20,566	50.25	594

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
8,331	4.79	8,048	2.15	283	7,900	2.28		430 General Manager	73,405	5.39	79,181	2.44	-5,776	76,438	2.52	-3,034
0	0.00	4,024	1.08	-4,024	3,918	1.13		-3,918 Assistant General Manager	15,756	1.16	39,017	1.20	-23,261	26,337	0.87	-10,581
555	0.32	1,026	0.27	-471	883	0.26		-328 Payroll Taxes	7,262	0.53	10,302	0.32	-3,040	9,078	0.30	-1,816
1,236	0.71	1,054	0.28	182	1,101	0.32		135 Employee Benefits	12,606	0.93	10,540	0.32	2,066	7,594	0.25	5,012
0	0.00	0	0.00	0	354	0.10		-354 Vacation /PTO	11,500	0.85	0	0.00	11,500	1,229	0.04	10,270
0	0.00	0	0.00	0	0	0.00		0 Holiday	1,916	0.14	0	0.00	1,916	1,062	0.04	854
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	2,254	0.17	3,000	0.09	-746	2,922	0.10	-668
10,121	5.82	14,152	3.78	-4,031	14,156	4.09		-4,034 Total P/R & R/B- A&G	124,697	9.16	142,040	4.37	-17,343	124,659	4.11	38
Operating Expenses- A&G																
0	0.00	350	0.09	-350	812	0.23		-812 Employee Relations	1,114	0.08	3,850	0.12	-2,736	3,114	0.10	-1,999
2,000	1.15	2,000	0.53	0	2,000	0.58		0 Accounting Fees	20,000	1.47	20,000	0.62	0	20,000	0.66	0
1,113	0.64	800	0.21	313	647	0.19		467 Data Processing	10,696	0.79	9,375	0.29	1,321	7,797	0.26	2,899
103	0.06	617	0.16	-514	848	0.25		-746 Office Supplies	2,415	0.18	5,421	0.17	-3,007	7,672	0.25	-5,258
44	0.03	55	0.01	-11	44	0.01		0 Muzak	375	0.03	550	0.02	-175	497	0.02	-123
0	0.00	300	0.08	-300	0	0.00		0 Travel & Lodging	3,040	0.22	11,000	0.34	-7,960	7,711	0.25	-4,671
0	0.00	0	0.00	0	0	0.00		0 Meals and Entertainment	174	0.01	0	0.00	174	228	0.01	-55
0	0.00	75	0.02	-75	75	0.02		-75 Telephone	188	0.01	750	0.02	-562	450	0.01	-262
0	0.00	0	0.00	0	0	0.00		0 Licenses and Permits	2,469	0.18	1,910	0.06	559	2,321	0.08	148
-9	-0.01	84	0.02	-93	70	0.02		-78 Postage	502	0.04	739	0.02	-237	1,191	0.04	-689
0	0.00	0	0.00	0	0	0.00		0 Recruitment	1,061	0.08	750	0.02	311	1,339	0.04	-278
183	0.11	30	0.01	153	167	0.05		16 Employment Screening/ Drug Testing	1,034	0.08	470	0.01	564	1,600	0.05	-566
48	0.03	0	0.00	48	257	0.07		-210 Training	3,130	0.23	6,435	0.20	-3,305	2,832	0.09	298
0	0.00	0	0.00	0	0	0.00		0 Loss & Damage	0	0.00	0	0.00	0	35	0.00	-35
0	0.00	0	0.00	0	0	0.00		0 Security Service	0	0.00	0	0.00	0	164	0.01	-164
120	0.07	150	0.04	-30	200	0.06		-80 Dues/Subscriptions	1,700	0.12	3,100	0.10	-1,400	3,142	0.10	-1,441
3,793	2.18	9,210	2.46	-5,418	8,921	2.58		-5,128 Credit Card Commissions	34,008	2.50	79,964	2.46	-45,956	78,027	2.57	-44,019
0	0.00	0	0.00	0	0	0.00		0 Cash Over/Short	1,190	0.09	0	0.00	1,190	-1,588	-0.05	2,778
279	0.16	350	0.09	-71	491	0.14		-213 Payroll Services	4,487	0.33	5,640	0.17	-1,153	5,830	0.19	-1,343
726	0.42	750	0.20	-24	819	0.24		-93 Bank Charges	7,574	0.56	7,935	0.24	-361	8,604	0.28	-1,030
510	0.29	0	0.00	510	225	0.07		285 Chargebacks	1,373	0.10	0	0.00	1,373	2,731	0.09	-1,358
1,315	0.76	1,556	0.42	-241	770	0.22		545 Workers Comp Insurance	14,340	1.05	17,262	0.53	-2,922	16,258	0.54	-1,918
10,224	5.88	16,327	4.36	-6,103	16,346	4.72		-6,122 Total Operating- A&G	110,870	8.15	175,152	5.39	-64,282	169,956	5.60	-59,086
20,346	11.70	30,480	8.15	-10,134	30,502	8.82		-10,156 Total Expenses- A&G	235,567	17.31	317,192	9.77	-81,625	294,615	9.72	-59,048

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SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	4,811	1.29	-4,811	4,050	1.17	-4,050	Director of Sales	5,470	0.40	46,924	1.44	-41,454	37,586	1.24	-32,116
0	0.00	0	0.00	0	58	0.02	-58	Sales Manager	13,697	1.01	0	0.00	13,697	353	0.01	13,344
391	0.22	993	0.27	-602	781	0.23	-389	Revenue Management	5,185	0.38	9,930	0.31	-4,745	8,262	0.27	-3,077
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.04	1,721	0.05	-1,205	0	0.00	516
2,282	1.31	1,489	0.40	793	1,793	0.52	489	Sales Coordinator	14,350	1.05	14,650	0.45	-300	13,881	0.46	469
221	0.13	403	0.11	-183	411	0.12	-190	Payroll Taxes	3,742	0.27	4,018	0.12	-276	3,931	0.13	-190
63	0.04	359	0.10	-296	0	0.00	63	Employee Benefits	876	0.06	3,590	0.11	-2,714	3,977	0.13	-3,101
752	0.43	0	0.00	752	90	0.03	662	Vacation / PTO	2,715	0.20	0	0.00	2,715	450	0.01	2,265
0	0.00	0	0.00	0	0	0.00	0	Holiday	798	0.06	0	0.00	798	663	0.02	135
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	214	0.02	1,200	0.04	-986	169	0.01	44
3,709	2.13	8,227	2.20	-4,519	7,182	2.08	-3,473	Total P/R & R/B- Sales	47,563	3.50	82,033	2.53	-34,470	69,273	2.28	-21,710
Operating Expenses- Sales																
0	0.00	10	0.00	-10	0	0.00	0	Printing & Stationary	85	0.01	100	0.00	-15	0	0.00	85
0	0.00	15	0.00	-15	0	0.00	0	Office Supplies	0	0.00	150	0.00	-150	104	0.00	-104
0	0.00	100	0.03	-100	13	0.00	-13	Travel & Lodging	1,205	0.09	2,550	0.08	-1,345	6,891	0.23	-5,686
0	0.00	50	0.01	-50	13	0.00	-13	Meals & Entertainment	278	0.02	500	0.02	-222	1,092	0.04	-814
0	0.00	200	0.05	-200	186	0.05	-186	Promotions	1,675	0.12	2,000	0.06	-325	1,714	0.06	-39
0	0.00	50	0.01	-50	0	0.00	0	Telephone	0	0.00	500	0.02	-500	0	0.00	0
209	0.12	0	0.00	209	0	0.00	209	Sales Training	302	0.02	3,250	0.10	-2,948	317	0.01	-15
-325	-0.19	60	0.02	-385	0	0.00	-325	Dues & Subscriptions	1,877	0.14	7,776	0.24	-5,899	5,419	0.18	-3,543
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
-100	-0.06	250	0.07	-350	200	0.06	-300	e Commerce Costs	1,175	0.09	2,500	0.08	-1,325	1,785	0.06	-610
1,253	0.72	560	0.15	693	494	0.14	759	Brand Paid Search	3,636	0.27	5,600	0.17	-1,964	5,108	0.17	-1,472
0	0.00	150	0.04	-150	0	0.00	0	Collateral	0	0.00	450	0.01	-450	0	0.00	0
1,037	0.60	1,445	0.39	-408	906	0.26	131	Total Operating- Sales	10,233	0.75	25,376	0.78	-15,143	22,451	0.74	-12,219
4,746	2.73	9,672	2.59	-4,926	8,088	2.34	-3,342	Total Expenses-Sales	57,796	4.25	107,409	3.31	-49,613	91,724	3.02	-33,928

Company: 700 St Charles dba CY Chicago St Charles Property: CY Chicago St Charles

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
4,427	2.51	4,899	1.75	-472	4,514	1.69	-87	Chief Engineer	41,315	3.03	47,499	1.93	-6,184	30,913	1.32	10,402
2,745	1.56	2,478	0.88	267	2,760	1.04	-15	General Maintenance	15,425	1.13	24,380	0.99	-8,955	25,424	1.08	-9,999
551	0.31	627	0.22	-76	492	0.18	59	Payroll Taxes	5,256	0.39	6,151	0.25	-895	5,787	0.25	-531
554	0.31	101	0.04	453	-89	-0.03	643	Employee Benefits	5,696	0.42	1,010	0.04	4,686	991	0.04	4,705
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,139	0.08	480	0.02	659	480	0.02	659
212	0.12	0	0.00	212	0	0.00	212	Vacation /PTO	6,940	0.51	0	0.00	6,940	2,227	0.09	4,712
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	150	0.01	-150
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	4,197	0.18	-4,197
8,488	4.82	8,105	2.89	383	7,676	2.88	812	Total P/R & Related Expenses- Maintenance	75,771	5.56	79,520	3.23	-3,749	70,169	2.99	5,602
Operating Expenses- R & M																
0	0.00	325	0.12	-325	335	0.13	-335	Auto Expense	495	0.04	3,250	0.13	-2,755	3,719	0.16	-3,224
0	0.00	112	0.04	-112	738	0.28	-738	Laundry Equipment	736	0.05	986	0.04	-250	1,822	0.08	-1,086
49	0.03	449	0.16	-399	342	0.13	-292	Building Maintenance	1,096	0.08	3,943	0.16	-2,846	3,351	0.14	-2,254
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	194	0.01	0	0.00	194	0	0.00	194
34	0.02	140	0.05	-106	0	0.00	34	Light Bulbs	1,200	0.09	1,232	0.05	-33	655	0.03	544
204	0.12	505	0.18	-301	357	0.13	-154	Electrical & Mechanical	1,520	0.11	4,436	0.18	-2,916	3,397	0.14	-1,877
45	0.03	561	0.20	-516	1,694	0.64	-1,649	HVAC	1,859	0.14	4,929	0.20	-3,070	6,161	0.26	-4,303
81	0.05	925	0.33	-844	1,399	0.52	-1,318	Plumbing & Boiler	2,159	0.16	8,132	0.33	-5,973	11,058	0.47	-8,899
812	0.46	650	0.23	162	517	0.19	296	Pool	5,674	0.42	6,500	0.26	-826	8,896	0.38	-3,222
510	0.29	950	0.34	-440	3,009	1.13	-2,499	Grounds & Landscaping	5,840	0.43	15,250	0.62	-9,410	14,196	0.60	-8,356
0	0.00	28	0.01	-28	0	0.00	0	Signage	44	0.00	246	0.01	-203	47	0.00	-3
137	0.08	561	0.20	-424	25	0.01	112	Furniture & Fixtures	2,788	0.20	4,929	0.20	-2,141	3,595	0.15	-807
15	0.01	112	0.04	-97	53	0.02	-38	Painting	56	0.00	986	0.04	-930	354	0.02	-299
0	0.00	300	0.11	-300	491	0.18	-491	Carpet & Floor	945	0.07	2,800	0.11	-1,855	624	0.03	321
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	325	0.01	-325
0	0.00	25	0.01	-25	0	0.00	0	Telephone	8	0.00	250	0.01	-242	0	0.00	8
0	0.00	125	0.04	-125	160	0.06	-160	Kitchen Equipment	0	0.00	1,250	0.05	-1,250	1,649	0.07	-1,649
0	0.00	84	0.03	-84	0	0.00	0	Locks & Keys	1,711	0.13	739	0.03	972	1,377	0.06	334
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	79	0.01	450	0.02	-371	25	0.00	54
0	0.00	192	0.07	-192	342	0.13	-342	Exterminating	686	0.05	1,920	0.08	-1,234	2,131	0.09	-1,445
0	0.00	0	0.00	0	0	0.00	0	License & Permits	463	0.03	0	0.00	463	570	0.02	-107
174	0.10	450	0.16	-276	1,669	0.63	-1,495	Fire & Safety	9,329	0.68	5,275	0.21	4,054	8,582	0.37	746
0	0.00	350	0.12	-350	-3,867	-1.45	3,867	Elevator	6,817	0.50	7,000	0.28	-183	6,205	0.26	612
2,062	1.17	6,844	2.44	-4,782	7,263	2.72	-5,201	Total Operating - R & M	43,700	3.21	74,502	3.02	-30,802	78,741	3.35	-35,041
10,550	5.99	14,949	5.33	-4,399	14,939	5.60	-4,389	Total Expenses- R & M	119,470	8.76	154,022	6.25	-34,552	148,909	6.34	-29,439

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
5,223	2.97	7,187	2.56	-1,964	6,933	2.60	-1,710	Electricity	72,469	5.32	88,937	3.61	-16,468	87,463	3.72	-14,995
427	0.24	890	0.32	-463	716	0.27	-290	Gas	4,964	0.36	8,666	0.35	-3,702	7,569	0.32	-2,605
1,266	0.72	1,922	0.69	-656	3,875	1.45	-2,609	Water & Sewer	11,963	0.88	19,574	0.79	-7,611	21,405	0.91	-9,442
191	0.11	325	0.12	-134	379	0.14	-188	Waste Removal	2,814	0.21	3,250	0.13	-436	3,778	0.16	-964
7,106	4.04	10,324	3.68	-3,218	11,904	4.46	-4,797	Total Expenses- Utilities	92,209	6.76	120,427	4.89	-28,218	120,215	5.12	-28,006

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
9,569	5.64	18,958	5.51	-9,388	17,731	5.51	-8,162	Franchise Fees/ Royalties	72,631	5.57	164,008	5.51	-91,377	153,751	5.51	-81,121
17,034	10.03	15,150	4.40	1,884	13,739	4.27	3,295	Advertising	68,947	5.29	131,093	4.40	-62,146	123,056	4.41	-54,109
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	2,968	0.11	-2,968
2,894	1.70	5,328	1.55	-2,434	7,757	2.41	-4,864	Frequent Traveler	28,788	2.21	46,822	1.57	-18,033	44,652	1.60	-15,864
61	0.04	0	0.00	61	0	0.00	61	Brand Guest Fees	64	0.00	0	0.00	64	96	0.00	-32
206	0.12	0	0.00	206	0	0.00	206	Other Franchise Cost	980	0.08	0	0.00	980	0	0.00	980
29,764	17.53	39,435	11.45	-9,672	39,227	12.19	-9,464	Total Franchise Fees Expense	171,410	13.14	341,923	11.48	-170,513	324,524	11.63	-153,114

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
4,347	2.50	9,360	2.50	-5,013	8,651	2.50	-4,304	Management Fees	34,021	2.50	81,264	2.50	-47,243	75,814	2.50	-41,793
3,726	2.14	0	0.00	3,726	0	0.00	3,726	Management Fees- Owner	10,997	0.81	0	0.00	10,997	0	0.00	10,997
8,073	4.64	9,360	2.50	-1,287	8,651	2.50	-578	Total Management Fees Expense	45,018	3.31	81,264	2.50	-36,247	75,814	2.50	-30,797

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
18,263	10.50	18,263	4.88	0	17,468	5.05	795	Ground Lease	181,420	13.33	181,018	5.57	402	177,035	5.84	4,385
14,989	8.62	14,976	4.00	13	10,248	2.96	4,741	FF & E Reserve	149,893	11.01	130,023	4.00	19,870	136,050	4.49	13,843
892	0.51	870	0.23	22	870	0.25	22	Van Lease	6,285	0.46	8,700	0.27	-2,415	4,700	0.15	1,585
7,470	4.30	15,497	4.14	-8,028	11,004	3.18	-3,534	Real Estate Tax	146,946	10.80	154,973	4.77	-8,028	151,633	5.00	-4,687
5,004	2.88	4,827	1.29	177	4,611	1.33	393	Insurance	49,053	3.60	48,285	1.49	768	46,224	1.52	2,829
46,617	26.81	54,433	14.55	-7,816	44,200	12.77	2,417	TOTAL FIXED EXPENSES	533,597	39.21	523,000	16.10	10,597	515,642	17.00	17,955

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TOTAL OTHER																
109	0.06	0	0.00	109	0	0.00	109	Owners Expense	12,559	0.92	0	0.00	12,559	2,568	0.08	9,991
26,808	15.42	0	0.00	26,808	26,808	7.75	0	Depreciation	268,080	19.70	0	0.00	268,080	268,080	8.84	0
3,334	1.92	0	0.00	3,334	3,334	0.96	0	Amortization Expense	33,340	2.45	0	0.00	33,340	33,340	1.10	0
36,500	20.99	37,228	9.95	-728	37,471	10.83	-971	Interest Expense	366,964	26.97	372,276	11.46	-5,312	375,450	12.38	-8,486
0	0.00	0	0.00	0	0	0.00	0	Insurance Claim Proceeds	0	0.00	0	0.00	0	2,531	0.08	-2,531
0	0.00	3,744	1.00	-3,744	3,460	1.00	-3,460	Asset Management Fee	3,738	0.27	32,506	1.00	-28,768	30,326	1.00	-26,588
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-286	-0.02	0	0.00	-286	0	0.00	-286
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	27,031	1.99	0	0.00	27,031	30,618	1.01	-3,587
66,751	38.38	40,972	10.95	25,779	71,073	20.54	-4,322	Total Other	711,427	52.28	404,782	12.46	306,645	742,914	24.50	-31,486

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House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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SUMMARY																
6,107		6,107		0	6,107		0	Total Rooms Available	60,085		60,085		0	59,888		197
1,709		2,999		-1,290	3,428		-1,719	Total Rooms Sold	13,869		27,262		-13,393	26,838		-12,969
27.98%		49.11%		-21.12%	56.13%		-28.15%	Occupancy %	23.08%		45.37%		-22.29%	44.81%		-21.73%
71.68		92.74		-21.06	87.94		-16.27	Average Rate	79.72		97.69		-17.96	96.25		-16.52
20.06		45.54		-25.48	49.37		-29.31	REVPAR	18.40		44.32		-25.92	43.13		-24.73
REVENUES																
122,498	96.96	278,122	89.52	-155,624	301,472	90.39	-178,975	ROOMS	1,105,695	91.87	2,663,150	89.96	-1,557,455	2,583,060	90.05	-1,477,365
208	0.16	20,159	6.49	-19,951	18,174	5.45	-17,965	FOOD	43,483	3.61	184,371	6.23	-140,888	174,715	6.09	-131,232
366	0.29	6,718	2.16	-6,352	7,525	2.26	-7,159	BEVERAGE	16,729	1.39	61,067	2.06	-44,337	57,678	2.01	-40,949
3,264	2.58	5,668	1.82	-2,404	6,341	1.90	-3,076	MISCELLANEOUS	37,579	3.12	51,799	1.75	-14,220	52,936	1.85	-15,357
126,337	100.00	310,667	100.00	-184,331	333,512	100.00	-207,175	TOTAL REVENUES	1,203,487	100.00	2,960,387	100.00	-1,756,901	2,868,390	100.00	-1,664,903
DEPARTMENT EXPENSES																
36,307	29.64	65,228	23.45	-28,921	73,428	24.36	-37,122	ROOMS EXPENSE	374,556	33.88	621,543	23.34	-246,987	602,675	23.33	-228,119
137	65.91	23,165	114.91	-23,027	17,605	96.87	-17,467	FOOD EXPENSE	51,951	119.47	224,818	121.94	-172,866	216,475	123.90	-164,524
111	30.31	2,074	30.88	-1,963	2,649	35.20	-2,538	BEVERAGE EXPENSE	6,918	41.35	19,024	31.15	-12,106	20,943	36.31	-14,024
304	9.32	2,114	37.30	-1,810	1,651	26.04	-1,347	MISCELLANEOUS EXPENSE	7,248	19.29	19,220	37.10	-11,972	16,024	30.27	-8,776
36,859	29.18	92,581	29.80	-55,722	95,333	28.58	-58,474	TOTAL DEPARTMENTAL EXPENSES	440,674	36.62	884,605	29.88	-443,932	856,117	29.85	-415,443
DEPARTMENTAL PROFIT																
86,191	70.36	212,894	76.55	-126,703	228,044	75.64	-141,853	ROOMS PROFIT	731,139	66.12	2,041,607	76.66	-1,310,468	1,980,386	76.67	-1,249,247
71	34.09	-3,005	-14.91	3,076	569	3.13	-498	FOOD PROFIT	-8,468	-19.47	-40,447	-21.94	31,979	-41,760	-23.90	33,292
255	69.69	4,644	69.12	-4,388	4,877	64.80	-4,621	BEVERAGE PROFIT	9,811	58.65	42,042	68.85	-32,231	36,735	63.69	-26,924
2,960	90.68	3,554	62.70	-594	4,690	73.96	-1,729	MISCELLANEOUS PROFIT	30,331	80.71	32,579	62.90	-2,248	36,912	69.73	-6,581
89,477	70.82	218,086	70.20	-128,608	238,179	71.42	-148,702	TOTAL DEPARTMENTAL PROFIT	762,813	63.38	2,075,782	70.12	-1,312,969	2,012,273	70.15	-1,249,460
16,036	12.69	37,765	12.16	-21,729	41,313	12.39	-25,277	A & G EXPENSE	255,540	21.23	368,344	12.44	-112,804	368,298	12.84	-112,758
3,868	3.06	2,585	0.83	1,283	3,021	0.91	847	TELECOM	28,491	2.37	26,014	0.88	2,477	32,526	1.13	-4,034
1,243	0.98	12,927	4.16	-11,684	4,283	1.28	-3,040	SALES & MARKETING EXPENSES	52,698	4.38	144,108	4.87	-91,411	127,630	4.45	-74,932
19,747	15.63	35,426	11.40	-15,679	37,164	11.14	-17,416	FRANCHISE FEES	159,407	13.25	336,339	11.36	-176,932	323,924	11.29	-164,517
7,884	6.24	20,070	6.46	-12,185	23,792	7.13	-15,908	MAINTENANCE EXPENSES	131,386	10.92	214,538	7.25	-83,152	213,860	7.46	-82,474
16,954	13.42	14,014	4.51	2,940	16,765	5.03	189	UTILITIES EXPENSE	136,435	11.34	152,450	5.15	-16,015	143,601	5.01	-7,166
65,732	52.03	122,786	39.52	-57,054	126,337	37.88	-60,605	TOTAL ADMIN EXPENSES	763,957	63.48	1,241,794	41.95	-477,836	1,209,839	42.18	-445,882
23,745	18.80	95,300	30.68	-71,555	111,842	33.53	-88,096	HOUSE PROFIT	-1,145	-0.10	833,988	28.17	-835,133	802,434	27.98	-803,578
FIXED EXPENSES																
6,862	5.43	7,772	2.50	-910	8,338	2.50	-1,476	MANAGEMENT FEES	41,060	3.41	74,057	2.50	-32,997	71,690	2.50	-30,630
88,554	70.09	89,803	28.91	-1,249	93,089	27.91	-4,535	FIXED EXPENSES	862,635	71.68	886,417	29.94	-23,782	904,893	31.55	-42,258

-71,670	-56.73	-2,275	-0.73	-69,395	10,415	3.12	-82,085 NET OPERATING INCOME	-904,839	-75.18	-126,486	-4.27	-778,354	-174,149	-6.07	-730,690
132,116	104.57	39,871	12.83	92,245	151,197	45.33	-19,082 Other	1,403,361	116.61	396,658	13.40	1,006,704	1,464,384	51.05	-61,023
-203,786	-161.30	-42,146	-13.57	-161,640	-140,783	-42.21	-63,003 N.I. after Other	-2,308,201	-191.79	-523,143	-17.67	-1,785,057	-1,638,533	-57.12	-669,667
-107,543		-42,146		-65,397	-44,540		-63,003 Cash before Depreciation/Amortization	-1,345,771		-523,143		-822,627	-676,103		-669,667

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ROOMS DEPARTMENT																
ROOMS REVENUE																
58,497	47.75	151,521	54.48	-93,024	185,118	61.40	-126,621	Rack/ Premium	635,347	57.46	1,472,478	55.29	-837,130	1,518,087	58.77	-882,740
38,824	31.69	66,144	23.78	-27,320	72,333	23.99	-33,509	Discounts - Other	253,040	22.89	665,482	24.99	-412,441	657,070	25.44	-404,029
0	0.00	3,959	1.42	-3,959	2,976	0.99	-2,976	Government	10,924	0.99	40,326	1.51	-29,402	40,052	1.55	-29,128
16,414	13.40	36,347	13.07	-19,933	16,242	5.39	172	Locally Negotiated Rate	136,691	12.36	316,145	11.87	-179,453	235,363	9.11	-98,672
0	0.00	0	0.00	0	-18	-0.01	18	Allowances	-749	-0.07	0	0.00	-749	-2,207	-0.09	1,457
2,652	2.16	2,098	0.75	554	1,241	0.41	1,411	Redemption Revenue	14,871	1.34	18,422	0.69	-3,551	18,469	0.72	-3,598
116,387	95.01	260,068	93.51	-143,681	277,891	92.18	-161,504	Total Transient Revenue	1,050,124	94.97	2,512,852	94.36	-1,462,728	2,466,834	95.50	-1,416,710
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
4,819	3.93	18,054	6.49	-13,235	20,537	6.81	-15,718	Group- Corporate	49,289	4.46	150,298	5.64	-101,009	90,056	3.49	-40,767
4,819	3.93	18,054	6.49	-13,235	20,537	6.81	-15,718	Total Group Revenue	49,289	4.46	150,298	5.64	-101,009	90,056	3.49	-40,767
1,292	1.05	0	0.00	1,292	3,044	1.01	-1,753	Guaranteed No-Show	6,282	0.57	0	0.00	6,282	26,170	1.01	-19,888
122,498	100.00	278,122	100.00	-155,624	301,472	100.00	-178,975	Total Rooms Revenue	1,105,695	100.00	2,663,150	100.00	-1,557,455	2,583,060	100.00	-1,477,365
ROOM STATISTICS																
701	41	1,500	50	-799	1,948	57	-1,247	Rack/ Premium Rooms	7,197	52	13,459	49	-6,262	14,319	53	-7,122
729	43	900	30	-171	1,073	31	-344	Discounts - Other Rooms	4,356	31	8,688	32	-4,332	8,964	33	-4,608
0	0	30	1	-30	23	1	-23	Government Rooms	76	1	319	1	-243	318	1	-242
214	13	360	12	-146	173	5	41	Locally Negotiated Corporate Rooms	1,607	12	3,124	11	-1,517	2,281	8	-674
1,644	96	2,789	93	-1,145	3,217	94	-1,573	Total Transient Stats	13,236	95	25,591	94	-12,355	25,882	96	-12,646
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
65	4	210	7	-145	211	6	-146	Group- Corporate Rooms	633	5	1,671	6	-1,038	956	4	-323
65	4	210	7	-145	211	6	-146	Total Group Stats	633	5	1,671	6	-1,038	956	4	-323
1,709	100	2,999	100	-1,290	3,428	100	-1,719	TOTAL ROOM STATISTICS	13,869	100	27,262	100	-13,393	26,838	100	-12,969
Other Room Stats																
0	0	0	0	0	7	0	-7	Comp Rooms	34	0	0	0	34	119	0	-85
43	3	0	0	43	26	1	17	GNS Stats	123	1	0	0	123	196	1	-73
2,401	140	0	0	2,401	424	12	1,977	Out of Order Rooms	30,613	221	0	0	30,613	7,944	30	22,669
2,393	140	0	0	2,393	4,343	127	-1,950	# of Guests	17,688	128	0	0	17,688	33,926	126	-16,238

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ADR																
83.45		101.05		-17.60	95.03		-11.58	Rack/Premium ADR	88.28		109.40		-21.12	106.02		-17.74
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
53.26		73.52		-20.26	67.41		-14.16	Discount ADR	58.09		76.60		-18.51	73.30		-15.21
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		132.00		-132.00	129.39		-129.39	Government ADR	143.74		126.24		17.50	125.95		17.79
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
76.70		101.00		-24.30	93.88		-17.18	Local Negotiated ADR	85.06		101.20		-16.14	103.18		-18.12
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
70.79		93.25		-22.45	86.38		-15.59	Total Transient ADR	79.34		98.19		-18.86	95.31		-15.97
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
74.14		86.00		-11.86	97.33		-23.19	Group - Corporate ADR	77.87		89.93		-12.06	94.20		-16.34
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
74.14		86.00		-11.86	97.33		-23.19	Total Group ADR	77.87		89.93		-12.06	94.20		-16.34

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Payroll & Related Expense																
2,312	1.35	5,668	1.89	-3,356	5,403	1.58	-3,091	FD/ Guest Service Reps	18,978	1.37	51,525	1.89	-32,547	49,917	1.86	-30,939
2,407	1.41	2,337	0.78	70	2,695	0.79	-288	FD/Supervisor	22,455	1.62	23,677	0.87	-1,222	16,952	0.63	5,503
5,632	3.30	5,604	1.87	28	2,992	0.87	2,640	Executive Housekeeper	49,607	3.58	54,015	1.98	-4,408	48,595	1.81	1,012
2,000	1.17	2,230	0.74	-230	2,881	0.84	-881	Asst Exec Housekeeper/ Inspectress	9,784	0.71	21,940	0.80	-12,156	23,464	0.87	-13,680
4,473	2.62	12,908	4.30	-8,435	13,932	4.06	-9,459	Housekeepers	48,473	3.50	117,341	4.30	-68,868	106,991	3.99	-58,518
1,883	1.10	3,880	1.29	-1,997	3,775	1.10	-1,892	Housemen	21,182	1.53	38,175	1.40	-16,993	40,138	1.50	-18,956
105	0.06	2,802	0.93	-2,697	2,526	0.74	-2,420	Laundry	8,955	0.65	25,467	0.93	-16,512	24,252	0.90	-15,297
2,818	1.65	3,095	1.03	-277	3,288	0.96	-470	Night Audit	29,730	2.14	30,450	1.12	-720	30,766	1.15	-1,036
1,646	0.96	3,099	1.03	-1,453	2,798	0.82	-1,151	Payroll Taxes	17,824	1.29	29,608	1.09	-11,784	28,547	1.06	-10,723
463	0.27	1,527	0.51	-1,064	1,137	0.33	-674	Employee Benefits	16,238	1.17	15,270	0.56	968	12,839	0.48	3,400
1,894	1.11	700	0.23	1,194	431	0.13	1,463	Vacation /PTO	29,113	2.10	7,000	0.26	22,113	6,734	0.25	22,379
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,952	0.28	5,200	0.19	-1,248	5,491	0.20	-1,539
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	352	0.03	0	0.00	352	879	0.03	-526
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	0	0.00	0	0.00	0	8,279	0.31	-8,279
25,633	15.00	43,850	14.62	-18,217	41,857	12.21	-16,224	Total P/R & R/Benefits- Rooms	276,643	19.95	419,668	15.39	-143,025	403,844	15.05	-127,201
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	180	0.06	-180	99	0.03	-99	Newspapers	401	0.03	1,636	0.06	-1,235	1,489	0.06	-1,089
0	0.00	4,289	1.43	-4,289	13,117	3.83	-13,117	Rooms- Promotion	6,113	0.44	38,985	1.43	-32,872	38,621	1.44	-32,508
0	0.00	0	0.00	0	0	0.00	0	Guest Transportation	0	0.00	0	0.00	0	198	0.01	-198
36	0.02	210	0.07	-174	232	0.07	-196	Laundry Supplies	1,534	0.11	1,908	0.07	-375	2,014	0.08	-480
0	0.00	1,649	0.55	-1,649	1,493	0.44	-1,493	Linen Supplies	2,824	0.20	14,994	0.55	-12,170	14,330	0.53	-11,506
3,347	1.96	3,491	1.16	-144	3,347	0.98	0	Cable TV	31,971	2.31	34,910	1.28	-2,939	34,772	1.30	-2,800
2,582	1.51	493	0.16	2,089	493	0.14	2,089	HSIA Support	7,014	0.51	4,930	0.18	2,084	4,968	0.19	2,046
452	0.26	1,649	0.55	-1,197	1,842	0.54	-1,390	Reservations Expense	4,699	0.34	14,994	0.55	-10,296	14,133	0.53	-9,434
1,129	0.66	2,999	1.00	-1,870	4,082	1.19	-2,954	Guest Room Supplies	11,081	0.80	31,176	1.14	-20,095	24,465	0.91	-13,385
123	0.07	810	0.27	-687	560	0.16	-437	Cleaning Supplies	1,926	0.14	7,361	0.27	-5,435	6,444	0.24	-4,518
0	0.00	510	0.17	-510	902	0.26	-902	Ecolab Core Supplies	3,656	0.26	4,636	0.17	-980	5,245	0.20	-1,589
2,318	1.36	4,798	1.60	-2,480	5,103	1.49	-2,785	Travel Agents Commission	24,126	1.74	43,619	1.60	-19,493	49,850	1.86	-25,724
0	0.00	300	0.10	-300	302	0.09	-302	Uniforms	372	0.03	2,726	0.10	-2,354	2,301	0.09	-1,929
688	0.40	0	0.00	688	0	0.00	688	COVID 19 Supplies	2,196	0.16	0	0.00	2,196	0	0.00	2,196
10,674	6.25	21,378	7.13	-10,705	31,571	9.21	-20,897	Total Operating - Rooms	97,913	7.06	201,875	7.40	-103,962	198,831	7.41	-100,918
36,307	21.24	65,228	21.75	-28,921	73,428	21.42	-37,122	Total Expenses- Rooms	374,556	27.01	621,543	22.80	-246,987	602,675	22.46	-228,119
86,191	50.43	212,894	70.99	-126,703	228,044	66.52	-141,853	Net Income- Rooms	731,139	52.72	2,041,607	74.89	-1,310,468	1,980,386	73.79	-1,249,247

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Food & Beverage Summary																
8	1.44	17,754	66.06	-17,746	17,732	69.00	-17,724	Total Food Sales	39,049	64.85	161,391	65.76	-122,342	154,913	66.66	-115,865
366	63.75	6,718	24.99	-6,352	7,525	29.28	-7,159	Total Beverage Sales	16,729	27.78	61,067	24.88	-44,337	57,678	24.82	-40,949
0	0.00	100	0.37	-100	0	0.00	0	Total Banquet A/V	38	0.06	1,000	0.41	-963	225	0.10	-188
200	34.81	2,305	8.58	-2,105	441	1.72	-241	Total Banquet Misc	4,397	7.30	21,980	8.96	-17,583	19,577	8.42	-15,180
575	100.00	26,877	100.00	-26,303	25,699	100.00	-25,124	Total F & B Sales	60,213	100.00	245,438	100.00	-185,225	232,393	100.00	-172,181
0	0.00	6,569	37.00	-6,569	3,322	18.73	-3,322	Food Cost	18,861	48.30	59,715	37.00	-40,853	60,207	38.87	-41,346
111	30.31	1,888	28.11	-1,777	2,649	35.20	-2,538	Beverage Costs	6,148	36.75	17,164	28.11	-11,016	20,943	36.31	-14,794
0	0.00	0	0.00	0	0	0.00	0	Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
111	19.32	8,457	31.47	-8,346	5,970	23.23	-5,859	Total F & B Costs	25,010	41.54	76,879	31.32	-51,869	81,150	34.92	-56,141
0	0.00	13,156	74.10	-13,156	10,446	58.91	-10,446	Food Wages	23,295	59.66	128,537	79.64	-105,242	117,673	75.96	-94,378
0	0.00	0	0.00	0	0	0.00	0	Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	13,156	53.76	-13,156	10,446	41.36	-10,446	Total F & B Wages	23,295	41.76	128,537	57.78	-105,242	117,673	55.35	-94,378
0	0.00	1,334	5.45	-1,334	1,542	6.10	-1,542	F & B- P T & E B	4,758	8.53	15,406	6.93	-10,648	15,115	7.11	-10,357
0	0.00	14,490	53.91	-14,490	11,988	46.65	-11,988	TTL P/R and Benefits	28,053	46.59	143,943	58.65	-115,890	132,788	57.14	-104,735
137	1,654.22	2,291	12.91	-2,154	2,295	12.94	-2,158	Food Operating Expenses	5,037	12.90	23,020	14.26	-17,983	23,480	15.16	-18,443
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	770	4.60	0	0.00	770	0	0.00	770
137	23.90	2,291	8.53	-2,154	2,295	8.93	-2,158	Total F & B Operating Expenses	5,807	9.64	23,020	9.38	-17,213	23,480	10.10	-17,673
326	56.78	1,638	6.10	-1,312	5,445	21.19	-5,119	Net F & B Income	1,343	2.23	1,596	0.65	-253	-5,025	-2.16	6,367

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	8,157	45.95	-8,157	0	0.00	0	Restaurant Breakfast	0	0.00	74,153	45.95	-74,153	-722	-2.13	722
0	0.00	5,308	29.90	-5,308	0	0.00	0	Restaurant Dinner	0	0.00	48,254	29.90	-48,254	0	0.00	0
0	0.00	13,466	66.80	-13,466	0	0.00	0	Total Restaurant	0	0.00	122,406	66.39	-122,406	-722	-0.41	722
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
8	3.98	3,149	15.62	-3,141	3,621	19.92	-3,613	Starbucks Revenues	7,372	16.95	28,625	15.53	-21,253	28,214	16.15	-20,843
0	0.00	0	0.00	0	8,449	46.49	-8,449	Bistro Breakfast	17,725	40.76	0	0.00	17,725	72,429	41.46	-54,705
0	0.00	0	0.00	0	5,628	30.97	-5,628	Bistro Dinner	11,257	25.89	0	0.00	11,257	48,567	27.80	-37,310
0	0.00	0	0.00	0	14,077	77.46	-14,077	Total Bistro	28,982	66.65	0	0.00	28,982	120,996	69.25	-92,015
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	540	2.68	-540	-25	-0.14	25	Banquet Breakfast	180	0.41	4,907	2.66	-4,727	2,598	1.49	-2,418
0	0.00	450	2.23	-450	26	0.14	-26	Banquet Lunch	2,410	5.54	4,089	2.22	-1,679	2,636	1.51	-226
0	0.00	0	0.00	0	0	0.00	0	Banquet Dinner	0	0.00	0	0.00	0	700	0.40	-700
0	0.00	150	0.74	-150	34	0.18	-34	Banquet Breaks	105	0.24	1,363	0.74	-1,258	491	0.28	-386
0	0.00	1,140	5.65	-1,140	34	0.19	-34	Total Banquets	2,695	6.20	10,360	5.62	-7,664	6,424	3.68	-3,729
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
8	3.98	17,754	88.07	-17,746	17,732	97.57	-17,724	Net Food Revenue	39,049	89.80	161,391	87.54	-122,342	154,913	88.67	-115,865
200	96.02	1,000	4.96	-800	375	2.06	-175	Banquet Room Rental	3,400	7.82	10,000	5.42	-6,600	6,808	3.90	-3,408
0	0.00	100	0.50	-100	0	0.00	0	Banquet A/V	38	0.09	1,000	0.54	-963	225	0.13	-188
0	0.00	50	0.25	-50	0	0.00	0	Banquet Miscellaneous	0	0.00	500	0.27	-500	175	0.10	-175
0	0.00	1,255	6.23	-1,255	66	0.36	-66	F & B Service Charges	997	2.29	11,480	6.23	-10,483	12,594	7.21	-11,597
200	96.02	2,405	11.93	-2,205	441	2.43	-241	Total Banquets Other	4,435	10.20	22,980	12.46	-18,545	19,802	11.33	-15,367
208	100.00	20,159	100.00	-19,951	18,174	100.00	-17,965	Total Food Revenues	43,483	100.00	184,371	100.00	-140,888	174,715	100.00	-131,232

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Cost of Goods Sold																
0	0.00	6,569	37.00	-6,569	3,322	18.73	-3,322	Cost of Sales - Food	18,861	48.30	59,715	37.00	-40,853	60,207	38.87	-41,346
0	0.00	6,569	37.00	-6,569	3,322	18.73	-3,322	Total Cost of Good Sold	18,861	48.30	59,715	37.00	-40,853	60,207	38.87	-41,346
Food Payroll																
0	0.00	8,099	40.17	-8,099	7,698	42.36	-7,698	Gourmet Attendant	18,411	42.34	79,684	43.22	-61,273	75,534	43.23	-57,123
0	0.00	3,546	17.59	-3,546	2,559	14.08	-2,559	Cooks	3,629	8.35	34,886	18.92	-31,257	28,183	16.13	-24,554
0	0.00	1,255	6.23	-1,255	0	0.00	0	F & B Service Charge- Payout	476	1.09	11,407	6.19	-10,931	11,682	6.69	-11,207
0	0.00	1,148	5.70	-1,148	1,019	5.61	-1,019	Payroll Taxes	2,570	5.91	11,403	6.18	-8,833	10,763	6.16	-8,193
0	0.00	256	1.27	-256	190	1.04	-190	Employee Benefits	779	1.79	2,560	1.39	-1,781	2,273	1.30	-1,494
0	0.00	0	0.00	0	523	2.88	-523	Vacation /PTO	1,844	4.24	0	0.00	1,844	2,199	1.26	-355
0	0.00	0	0.00	0	0	0.00	0	Holiday	344	0.79	2,143	1.16	-1,799	2,153	1.23	-1,808
0	0.00	14,304	70.96	-14,304	11,988	65.96	-11,988	Total Food Wages	28,053	64.51	142,083	77.06	-114,030	132,788	76.00	-104,735
Operating Expenses																
0	0.00	60	0.30	-60	0	0.00	0	China	0	0.00	545	0.30	-545	0	0.00	0
0	0.00	60	0.30	-60	0	0.00	0	Glass	30	0.07	545	0.30	-515	178	0.10	-148
0	0.00	60	0.30	-60	42	0.23	-42	Silverware	0	0.00	545	0.30	-545	200	0.11	-200
0	0.00	0	0.00	0	87	0.48	-87	Tableware	0	0.00	0	0.00	0	293	0.17	-293
0	0.00	77	0.38	-77	52	0.29	-52	Linens	13	0.03	770	0.42	-757	736	0.42	-722
0	0.00	420	2.08	-420	470	2.59	-470	Supplies- Other	372	0.86	3,817	2.07	-3,444	4,607	2.64	-4,235
0	0.00	360	1.79	-360	155	0.85	-155	Cleaning Supplies	655	1.51	3,271	1.77	-2,617	2,999	1.72	-2,344
0	0.00	0	0.00	0	0	0.00	0	Dishwasher Supplies	197	0.45	0	0.00	197	489	0.28	-293
0	0.00	990	4.91	-990	951	5.23	-951	Supplies- Paper	2,244	5.16	8,996	4.88	-6,753	8,855	5.07	-6,611
0	0.00	0	0.00	0	312	1.72	-312	Menus	0	0.00	1,200	0.65	-1,200	1,598	0.91	-1,598
0	0.00	75	0.37	-75	0	0.00	0	Kitchen & Utensils Supplies	335	0.77	750	0.41	-415	747	0.43	-412
112	53.57	190	0.94	-78	188	1.04	-77	Equipment Rental	1,167	2.68	1,900	1.03	-733	1,853	1.06	-686
26	12.35	0	0.00	26	39	0.21	-13	Promotions	26	0.06	0	0.00	26	927	0.53	-901
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	0	0.00	680	0.37	-680	0	0.00	0
137	65.91	2,291	11.37	-2,154	2,295	12.63	-2,158	Total Operating Expense- Food	5,037	11.58	23,020	12.49	-17,983	23,480	13.44	-18,443
137	65.91	23,165	114.91	-23,027	17,605	96.87	-17,467	Total Food Costs	51,951	119.47	224,818	121.94	-172,866	216,475	123.90	-164,524
71	34.09	-3,005	-14.91	3,076	569	3.13	-498	N.I.- Food Department	-8,468	-19.47	-40,447	-21.94	31,979	-41,760	-23.90	33,292

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	2,279	33.93	-2,279	2,248	29.87	-2,248	Bar Liquor	5,507	32.92	20,719	33.93	-15,212	20,539	35.61	-15,031
244	66.69	2,249	33.48	-2,005	2,945	39.13	-2,700	Bar Beer	5,803	34.68	20,447	33.48	-14,644	18,814	32.62	-13,011
122	33.31	2,189	32.59	-2,067	2,333	31.00	-2,211	Bar Wine	5,420	32.40	19,901	32.59	-14,482	18,326	31.77	-12,906
366	100.00	6,718	100.00	-6,352	7,525	100.00	-7,159	Total Bar Beverage	16,729	100.00	61,067	100.00	-44,337	57,678	100.00	-40,949
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
366	100.00	6,718	100.00	-6,352	7,525	100.00	-7,159	Total Beverage Revenue	16,729	100.00	61,067	100.00	-44,337	57,678	100.00	-40,949

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Cost of Goods Sold																
0	0.00	504	7.50	-504	844	11.22	-844	Cost of Sales - Liquor	2,395	14.32	4,579	7.50	-2,184	7,904	13.70	-5,509
68	18.57	607	9.04	-539	747	9.92	-679	Cost of Sales - Beer	1,596	9.54	5,521	9.04	-3,925	4,922	8.53	-3,326
43	11.74	777	11.57	-734	1,058	14.06	-1,015	Cost of Sales - Wine	2,158	12.90	7,065	11.57	-4,907	8,117	14.07	-5,959
111	30.31	1,888	28.11	-1,777	2,649	35.20	-2,538	Total COGS- Beverage	6,148	36.75	17,164	28.11	-11,016	20,943	36.31	-14,794
Beverage Payroll																
0	0.00	186	2.77	-186	0	0.00	0	Vacation /PTO	0	0.00	1,860	3.05	-1,860	0	0.00	0
0	0.00	186	2.77	-186	0	0.00	0	Total Beverage Payroll	0	0.00	1,860	3.05	-1,860	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	770	4.60	0	0.00	770	0	0.00	770
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	770	4.60	0	0.00	770	0	0.00	770
111	30.31	2,074	30.88	-1,963	2,649	35.20	-2,538	Total Beverage Costs	6,918	41.35	19,024	31.15	-12,106	20,943	36.31	-14,024
255	69.69	4,644	69.12	-4,388	4,877	64.80	-4,621	Net Income- Beverage	9,811	58.65	42,042	68.85	-32,231	36,735	63.69	-26,924

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	733	0.65	-733	Restaurant Breakfast Covers	1,622	0.69	0	0.00	1,622	6,391	0.66	-4,769
0	0.00	0	0.00	0	393	0.35	-393	Restaurant Dinner Covers	720	0.31	0	0.00	720	3,325	0.34	-2,605
0	0.00	0	0.00	0	1,126	1.00	-1,126	Total Food Covers	2,342	1.00	0	0.00	2,342	9,716	1.00	-7,374

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TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	1	0.00	-1
1	0.00	25	0.00	-25	42	0.00	-41	Long Distance	49	0.00	250	0.00	-201	266	0.00	-217
190	0.00	180	0.00	10	36	0.00	155	Internet Access Fees	1,321	0.00	1,636	0.00	-315	1,151	0.00	170
191	0.00	205	0.00	-14	78	0.00	113	Total Phone Revenues	1,370	0.00	1,886	0.00	-516	1,418	0.00	-48
COS- Communication																
1,495	1.18	1,340	0.43	155	1,318	0.40	177	COS-Local	14,391	1.20	13,400	0.45	991	13,031	0.45	1,361
0	0.00	50	200.00	-50	44	104.50	-44	COS-Long Distance	181	371.74	500	200.00	-319	459	172.65	-278
2,463	1,293.76	1,300	722.46	1,163	1,315	3,682.16	1,149	COS-HSIA ISP	13,833	1,047.21	13,000	794.76	833	17,236	1,497.63	-3,403
3,959	0.00	2,690	0.00	1,269	2,677	0.00	1,282	Total COS- Comm	28,405	0.00	26,900	0.00	1,505	30,726	0.00	-2,320
-3,768	0.00	-2,485	0.00	-1,283	-2,599	0.00	-1,169	Gross Margin- Comm	-27,036	0.00	-25,014	0.00	-2,021	-29,308	0.00	2,272
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	1,050	0.00	1,000	0.00	50	2,506	0.00	-1,456
0	0.00	0	0.00	0	322	0.00	-322	Equipment Maintenance	406	0.00	0	0.00	406	712	0.00	-306
100	0.00	100	0.00	0	422	0.00	-322	Total Operating - Comm	1,456	0.00	1,000	0.00	456	3,218	0.00	-1,762
3,868	0.00	2,585	0.00	1,283	3,021	0.00	847	N.I.- Comm Dept	28,491	0.00	26,014	0.00	2,477	32,526	0.00	-4,034

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	120	2.12	-120	0	0.00	0	0 Laundry/Valet	98	0.26	1,090	2.11	-992	728	1.38	-630
35	1.06	60	1.06	-25	164	2.59	-130	Vending	425	1.13	545	1.05	-120	547	1.03	-122
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	100	0.27	0	0.00	100	0	0.00	100
0	0.00	0	0.00	0	0	0.00	0	Interest Income	0	0.00	0	0.00	0	25	0.05	-25
0	0.00	0	0.00	0	26	0.42	-26	Miscellaneous	0	0.00	0	0.00	0	0	0.00	0
917	28.08	1,200	21.16	-283	781	12.32	135	Late Cancellation Income	13,147	34.98	10,905	21.05	2,242	9,673	18.27	3,473
0	0.00	300	5.29	-300	940	14.83	-940	Smoking Fee	4,314	11.48	3,000	5.79	1,314	3,765	7.11	549
0	0.00	0	0.00	0	423	6.67	-423	Tax Discounts Earned	819	2.18	0	0.00	819	2,615	4.94	-1,796
2,313	70.86	3,989	70.37	-1,675	4,006	63.17	-1,692	Market Sales	18,676	49.70	36,258	70.00	-17,583	35,582	67.22	-16,906
3,264	100.00	5,668	100.00	-2,404	6,341	100.00	-3,076	Total Miscellaneous Revenues	37,579	100.00	51,799	100.00	-14,220	52,936	100.00	-15,357
COSales- Miscellaneous																
0	0.00	120	100.00	-120	15	0.00	-15	COS-Laundry/Valet	76	77.40	1,090	100.00	-1,015	763	104.83	-687
304	13.15	1,994	50.00	-1,690	1,636	40.83	-1,331	COS- Market	7,172	38.40	18,129	50.00	-10,957	15,261	42.89	-8,089
304	9.32	2,114	37.30	-1,810	1,651	26.04	-1,347	Total COS- Miscellaneous	7,248	19.29	19,220	37.10	-11,972	16,024	30.27	-8,776
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
2,960	90.68	3,554	62.70	-594	4,690	73.96	-1,729	Total Miscellaneous Profit	30,331	80.71	32,579	62.90	-2,248	36,912	69.73	-6,581

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
-429	-0.34	6,824	2.20	-7,253	7,158	2.15	-7,586	General Manager	52,821	4.39	66,164	2.23	-13,343	61,966	2.16	-9,145
4,454	3.53	4,298	1.38	156	4,184	1.25	270	Assistant General Manager	37,321	3.10	41,426	1.40	-4,105	37,853	1.32	-532
625	0.49	845	0.27	-220	777	0.23	-151	Payroll Taxes	7,274	0.60	8,673	0.29	-1,398	8,045	0.28	-771
1,646	1.30	1,206	0.39	440	905	0.27	741	Employee Benefits	14,990	1.25	12,060	0.41	2,930	11,240	0.39	3,750
649	0.51	0	0.00	649	0	0.00	649	Vacation /PTO	16,275	1.35	0	0.00	16,275	1,980	0.07	14,295
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,369	0.20	0	0.00	2,369	1,906	0.07	463
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,557	0.13	6,525	0.22	-4,968	3,907	0.14	-2,350
6,945	5.50	13,173	4.24	-6,228	13,023	3.90	-6,078	Total P/R & R/B- A&G	132,607	11.02	134,848	4.56	-2,241	126,897	4.42	5,710
Operating Expenses- A&G																
0	0.00	350	0.11	-350	485	0.15	-485	Employee Relations	1,351	0.11	4,300	0.15	-2,949	6,275	0.22	-4,924
2,000	1.58	2,000	0.64	0	2,000	0.60	0	Accounting Fees	20,000	1.66	20,000	0.68	0	20,000	0.70	0
960	0.76	757	0.24	203	623	0.19	337	Data Processing	11,010	0.91	9,794	0.33	1,216	8,687	0.30	2,323
257	0.20	600	0.19	-343	433	0.13	-176	Office Supplies	1,554	0.13	5,452	0.18	-3,898	5,313	0.19	-3,759
0	0.00	0	0.00	0	0	0.00	0	Audit Fees	0	0.00	0	0.00	0	12	0.00	-12
44	0.04	44	0.01	0	44	0.01	0	Muzak	435	0.04	440	0.01	-5	-139	0.00	574
0	0.00	0	0.00	0	0	0.00	0	A & G Meals- Promo	0	0.00	0	0.00	0	10	0.00	-10
0	0.00	750	0.24	-750	665	0.20	-665	Travel & Lodging	0	0.00	5,850	0.20	-5,850	6,287	0.22	-6,287
0	0.00	0	0.00	0	46	0.01	-46	Meals and Entertainment	0	0.00	0	0.00	0	335	0.01	-335
0	0.00	75	0.02	-75	75	0.02	-75	Telephone	263	0.02	750	0.03	-487	750	0.03	-487
0	0.00	2,100	0.68	-2,100	2,089	0.63	-2,089	Licenses and Permits	2,941	0.24	5,326	0.18	-2,385	5,089	0.18	-2,148
18	0.01	90	0.03	-72	45	0.01	-27	Postage	293	0.02	818	0.03	-524	845	0.03	-551
0	0.00	0	0.00	0	0	0.00	0	Recruitment	1,408	0.12	750	0.03	658	1,532	0.05	-124
183	0.15	180	0.06	3	167	0.05	16	Employment Screening/ Drug Testing	1,071	0.09	1,800	0.06	-729	1,821	0.06	-750
0	0.00	0	0.00	0	1,329	0.40	-1,329	Training	851	0.07	1,450	0.05	-599	5,190	0.18	-4,339
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	5,457	0.45	0	0.00	5,457	1,463	0.05	3,994
0	0.00	5,400	1.74	-5,400	5,500	1.65	-5,500	Security Service	14,277	1.19	54,000	1.82	-39,723	52,929	1.85	-38,652
128	0.10	165	0.05	-37	150	0.04	-22	Dues/Subscriptions	1,317	0.11	2,707	0.09	-1,390	2,557	0.09	-1,240
3,159	2.50	8,456	2.72	-5,297	10,855	3.25	-7,696	Credit Card Commissions	31,768	2.64	80,574	2.72	-48,806	81,493	2.84	-49,725
0	0.00	0	0.00	0	-26	-0.01	26	Cash Over/Short	247	0.02	0	0.00	247	-2,826	-0.10	3,073
166	0.13	165	0.05	1	164	0.05	2	Equipment Rental	1,560	0.13	1,650	0.06	-90	1,600	0.06	-40
247	0.20	525	0.17	-278	499	0.15	-252	Payroll Services	4,541	0.38	7,005	0.24	-2,464	7,133	0.25	-2,591
1,016	0.80	1,600	0.52	-584	1,484	0.44	-468	Bank Charges	12,306	1.02	16,000	0.54	-3,694	15,540	0.54	-3,234
192	0.15	0	0.00	192	122	0.04	70	Chargebacks	1,346	0.11	0	0.00	1,346	4,166	0.15	-2,820
0	0.00	0	0.00	0	0	0.00	0	Sales Tax Variance	0	0.00	0	0.00	0	78	0.00	-78
720	0.57	1,335	0.43	-615	1,541	0.46	-821	Workers Comp Insurance	8,936	0.74	14,830	0.50	-5,894	15,262	0.53	-6,326
9,090	7.20	24,591	7.92	-15,501	28,289	8.48	-19,199	Total Operating- A&G	122,933	10.21	233,497	7.89	-110,563	241,402	8.42	-118,468
16,036	12.69	37,765	12.16	-21,729	41,313	12.39	-25,277	Total Expenses- A&G	255,540	21.23	368,344	12.44	-112,804	368,298	12.84	-112,758

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	5,686	1.83	-5,686	2,888	0.87	-2,888	Director of Sales	14,643	1.22	54,481	1.84	-39,838	39,509	1.38	-24,866
0	0.00	3,397	1.09	-3,397	3,495	1.05	-3,495	Sales Manager	8,350	0.69	33,424	1.13	-25,074	32,057	1.12	-23,708
359	0.28	899	0.29	-540	775	0.23	-416	Revenue Management	4,755	0.40	8,990	0.30	-4,235	8,489	0.30	-3,734
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.04	1,721	0.06	-1,205	0	0.00	516
0	0.00	590	0.19	-590	388	0.12	-388	Payroll Taxes	1,862	0.15	6,026	0.20	-4,164	5,278	0.18	-3,416
0	0.00	1,507	0.49	-1,507	1,806	0.54	-1,806	Employee Benefits	4,469	0.37	15,070	0.51	-10,601	15,978	0.56	-11,509
0	0.00	0	0.00	0	0	0.00	0	Vacation / PTO	1,449	0.12	0	0.00	1,449	923	0.03	526
0	0.00	0	0.00	0	0	0.00	0	Holiday	154	0.01	0	0.00	154	1,238	0.04	-1,085
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	196	0.02	4,800	0.16	-4,604	1,578	0.06	-1,382
359	0.28	12,252	3.94	-11,893	9,351	2.80	-8,993	Total P/R & R/B- Sales	36,394	3.02	124,512	4.21	-88,118	105,050	3.66	-68,657
Operating Expenses- Sales																
0	0.00	50	0.02	-50	0	0.00	0	Printing & Stationary	0	0.00	200	0.01	-200	30	0.00	-30
0	0.00	25	0.01	-25	33	0.01	-33	Office Supplies	25	0.00	250	0.01	-225	287	0.01	-262
0	0.00	50	0.02	-50	13	0.00	-13	Travel & Lodging	301	0.03	3,400	0.11	-3,099	2,356	0.08	-2,055
0	0.00	100	0.03	-100	13	0.00	-13	Meals & Entertainment	31	0.00	1,000	0.03	-969	139	0.00	-108
0	0.00	50	0.02	-50	-7,198	-2.16	7,198	Promotions	2,181	0.18	500	0.02	1,681	1,000	0.03	1,181
0	0.00	100	0.03	-100	50	0.01	-50	Telephone	200	0.02	1,000	0.03	-800	600	0.02	-400
373	0.30	0	0.00	373	215	0.06	159	Sales Training	1,173	0.10	2,575	0.09	-1,402	2,355	0.08	-1,181
284	0.23	0	0.00	284	848	0.25	-564	Dues & Subscriptions	9,640	0.80	7,271	0.25	2,369	5,173	0.18	4,467
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	100	0.03	-100	200	0.06	-200	e Commerce Costs	300	0.02	1,000	0.03	-700	1,795	0.06	-1,495
226	0.18	200	0.06	26	759	0.23	-532	Brand Paid Search	2,452	0.20	2,000	0.07	452	7,547	0.26	-5,095
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	0	0.00	0	1,250	0.04	-1,250
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	400	0.01	-400	26	0.00	-26
884	0.70	675	0.22	209	-5,068	-1.52	5,952	Total Operating- Sales	16,304	1.35	19,596	0.66	-3,292	22,579	0.79	-6,276
1,243	0.98	12,927	4.16	-11,684	4,283	1.28	-3,040	Total Expenses-Sales	52,698	4.38	144,108	4.87	-91,411	127,630	4.45	-74,932

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
2,242	1.31	4,199	1.40	-1,957	4,088	1.19	-1,846	Chief Engineer	18,857	1.36	40,352	1.48	-21,495	40,365	1.50	-21,508
2,461	1.44	7,486	2.50	-5,025	7,237	2.11	-4,776	General Maintenance	35,392	2.55	73,654	2.70	-38,262	63,930	2.38	-28,538
291	0.17	935	0.31	-644	906	0.26	-615	Payroll Taxes	4,192	0.30	9,120	0.33	-4,928	8,514	0.32	-4,321
99	0.06	587	0.20	-488	213	0.06	-114	Employee Benefits	4,794	0.35	5,870	0.22	-1,076	4,037	0.15	758
0	0.00	0	0.00	0	0	0.00	0	Holiday	905	0.07	0	0.00	905	1,139	0.04	-234
677	0.40	0	0.00	677	0	0.00	677	Vacation /PTO	5,846	0.42	0	0.00	5,846	638	0.02	5,208
5,770	3.38	13,207	4.40	-7,437	12,444	3.63	-6,674	Total P/R & Related Expenses- Maintenance	69,987	5.05	128,996	4.73	-59,009	118,623	4.42	-48,636
Operating Expenses- R & M																
0	0.00	90	0.03	-90	468	0.14	-468	Laundry Equipment	806	0.06	818	0.03	-11	1,177	0.04	-371
242	0.14	1,050	0.35	-808	2,391	0.70	-2,150	Building Maintenance	3,105	0.22	9,542	0.35	-6,437	10,674	0.40	-7,569
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	0	0.00	0	0.00	0	159	0.01	-159
0	0.00	210	0.07	-210	1,549	0.45	-1,549	Light Bulbs	1,436	0.10	1,908	0.07	-472	3,632	0.14	-2,196
0	0.00	180	0.06	-180	139	0.04	-139	Electrical & Mechanical	1,391	0.10	1,636	0.06	-245	1,120	0.04	271
0	0.00	960	0.32	-960	905	0.26	-905	HVAC	4,367	0.31	8,724	0.32	-4,357	7,782	0.29	-3,415
1,204	0.70	690	0.23	514	881	0.26	323	Plumbing & Boiler	14,625	1.05	6,270	0.23	8,355	5,872	0.22	8,753
0	0.00	210	0.07	-210	813	0.24	-813	Pool	2,807	0.20	1,908	0.07	899	1,740	0.06	1,067
0	0.00	1,015	0.34	-1,015	2,424	0.71	-2,424	Grounds & Landscaping	7,141	0.51	12,150	0.45	-5,009	13,407	0.50	-6,266
0	0.00	78	0.03	-78	78	0.02	-78	Interior Plants	156	0.01	780	0.03	-624	780	0.03	-624
0	0.00	0	0.00	0	0	0.00	0	Signage	0	0.00	0	0.00	0	40	0.00	-40
0	0.00	270	0.09	-270	262	0.08	-262	Furniture & Fixtures	-31	0.00	2,454	0.09	-2,484	1,938	0.07	-1,969
0	0.00	300	0.10	-300	505	0.15	-505	Painting	919	0.07	2,726	0.10	-1,807	3,237	0.12	-2,317
0	0.00	275	0.09	-275	0	0.00	0	Carpet & Floor	556	0.04	8,275	0.30	-7,720	6,207	0.23	-5,652
0	0.00	60	0.02	-60	30	0.01	-30	Telephone	60	0.00	545	0.02	-485	270	0.01	-210
0	0.00	150	0.05	-150	251	0.07	-251	Kitchen Equipment	830	0.06	1,363	0.05	-533	1,330	0.05	-500
0	0.00	30	0.01	-30	0	0.00	0	Locks & Keys	292	0.02	273	0.01	20	623	0.02	-331
0	0.00	300	0.10	-300	0	0.00	0	Radio & TV	30	0.00	2,726	0.10	-2,696	2,020	0.08	-1,990
669	0.39	646	0.22	23	653	0.19	16	Exterminating	5,133	0.37	7,824	0.29	-2,691	11,296	0.42	-6,163
0	0.00	0	0.00	0	0	0.00	0	License & Permits	318	0.02	0	0.00	318	0	0.00	318
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	0	0.00	0	0.00	0	316	0.01	-316
0	0.00	0	0.00	0	0	0.00	0	Uniforms- R & M	0	0.00	0	0.00	0	0	0.00	0
0	0.00	350	0.12	-350	0	0.00	0	Fire & Safety	7,944	0.57	5,390	0.20	2,554	9,754	0.36	-1,810
0	0.00	0	0.00	0	0	0.00	0	Elevator	9,512	0.69	10,230	0.38	-718	11,861	0.44	-2,348
2,115	1.24	6,863	2.29	-4,748	11,349	3.31	-9,234	Total Operating - R & M	61,399	4.43	85,542	3.14	-24,143	95,238	3.55	-33,839
7,884	4.61	20,070	6.69	-12,185	23,792	6.94	-15,908	Total Expenses- R & M	131,386	9.47	214,538	7.87	-83,152	213,860	7.97	-82,474

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
9,167	5.36	7,995	2.67	1,172	10,441	3.05	-1,274	Electricity	89,184	6.43	92,603	3.40	-3,419	89,826	3.35	-642
872	0.51	1,202	0.40	-330	880	0.26	-8	Gas	7,412	0.53	11,447	0.42	-4,035	11,155	0.42	-3,744
6,609	3.87	4,141	1.38	2,468	4,842	1.41	1,767	Water & Sewer	35,605	2.57	40,665	1.49	-5,060	35,683	1.33	-78
305	0.18	676	0.23	-371	601	0.18	-296	Waste Removal	4,235	0.31	7,735	0.28	-3,500	6,937	0.26	-2,702
16,954	9.92	14,014	4.67	2,940	16,765	4.89	189	Total Expenses- Utilities	136,435	9.84	152,450	5.59	-16,015	143,601	5.35	-7,166

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Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
6,788	5.54	15,313	5.51	-8,525	18,627	6.18	-11,839	Franchise Fees/ Royalties	61,779	5.59	146,638	5.51	-84,859	142,807	5.53	-81,028
11,547	9.43	14,205	5.11	-2,657	14,439	4.79	-2,892	Advertising	73,966	6.69	135,994	5.11	-62,029	130,003	5.03	-56,037
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	1,698	0.07	-1,698
1,204	0.98	5,908	2.12	-4,704	4,097	1.36	-2,893	Frequent Traveler	22,351	2.02	53,706	2.02	-31,355	49,144	1.90	-26,793
105	0.09	0	0.00	105	0	0.00	105	Brand Guest Fees	675	0.06	0	0.00	675	0	0.00	675
103	0.08	0	0.00	103	0	0.00	103	Other Franchise Cost	635	0.06	0	0.00	635	272	0.01	363
19,747	16.12	35,426	12.74	-15,679	37,164	12.33	-17,416	Total Franchise Fees Expense	159,407	14.42	336,339	12.63	-176,932	323,924	12.54	-164,517

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Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,158	2.50	7,772	2.50	-4,614	8,338	2.50	-5,180	Management Fees	30,086	2.50	74,057	2.50	-43,971	71,690	2.50	-41,604
3,704	2.93	0	0.00	3,704	0	0.00	3,704	Management Fees- Owner	10,974	0.91	0	0.00	10,974	0	0.00	10,974
6,862	5.43	7,772	2.50	-910	8,338	2.50	-1,476	Total Management Fees Expense	41,060	3.41	74,057	2.50	-32,997	71,690	2.50	-30,630

Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

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FIXED EXPENSES																
52,431	41.50	52,431	16.88	0	51,028	15.30	1,403	Ground Lease	520,105	43.22	518,702	17.52	1,403	506,185	17.65	13,920
10,942	8.66	12,435	4.00	-1,492	10,942	3.28	0	FF & E Reserve	109,424	9.09	118,491	4.00	-9,067	119,727	4.17	-10,303
0	0.00	0	0.00	0	290	0.09	-290	Van Lease	0	0.00	0	0.00	0	290	0.01	-290
18,135	14.35	18,135	5.84	0	24,332	7.30	-6,197	Real Estate Tax	163,506	13.59	181,349	6.13	-17,843	211,450	7.37	-47,943
7,045	5.58	6,802	2.19	243	6,497	1.95	548	Insurance	69,599	5.78	67,875	2.29	1,724	67,241	2.34	2,358
88,554	70.09	89,803	28.91	-1,249	93,089	27.91	-4,535	TOTAL FIXED EXPENSES	862,635	71.68	886,417	29.94	-23,782	904,893	31.55	-42,258

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Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	9,696	2.91	-9,696	Owners Expense	18,600	1.55	0	0.00	18,600	95,098	3.32	-76,499
92,976	73.59	0	0.00	92,976	92,976	27.88	0	Depreciation	929,760	77.26	0	0.00	929,760	929,760	32.41	0
3,267	2.59	0	0.00	3,267	3,267	0.98	0	Amortization Expense	32,670	2.71	0	0.00	32,670	32,670	1.14	0
36,500	28.89	36,762	11.83	-262	36,617	10.98	-117	Interest Expense	363,496	30.20	367,035	12.40	-3,539	366,890	12.79	-3,394
0	0.00	3,109	1.00	-3,109	3,335	1.00	-3,335	Asset Management Fee	5,136	0.43	29,623	1.00	-24,487	30,971	1.08	-25,835
0	0.00	0	0.00	0	5,449	1.63	-5,449	Extraordinary Expenses	4,206	0.35	0	0.00	4,206	9,137	0.32	-4,931
-627	-0.50	0	0.00	-627	-142	-0.04	-485	Corporate Business Tax	49,494	4.11	0	0.00	49,494	-142	0.00	49,636
132,116	104.57	39,871	12.83	92,245	151,197	45.33	-19,082	Total Other	1,403,361	116.61	396,658	13.40	1,006,704	1,464,384	51.05	-61,023

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Company: 2504 N Loop Brookhollow dba CY Houston Brookhollow Property: CY Houston Brookhollow

For Property: CY Houston Brookhollow

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,379		3,379		0	3,379		0	Total Rooms Available	33,245		33,245		0	33,136		109
1,891		1,833		58	1,833		58	Total Rooms Sold	19,282		20,302		-1,020	19,948		-666
55.96%		54.25%		1.72%	54.25%		1.72%	Occupancy %	58.00%		61.07%		-3.07%	60.20%		-2.20%
82.28		80.94		1.34	80.94		1.34	Average Rate	110.54		121.55		-11.01	120.79		-10.25
46.05		43.91		2.14	43.91		2.14	REVPAR	64.11		74.23		-10.11	72.72		-8.60
REVENUES																
155,594	98.29	148,363	98.35	7,232	148,360	97.82	7,234	ROOMS	2,131,500	98.40	2,467,742	98.71	-336,242	2,409,552	98.56	-278,053
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,705	1.71	2,486	1.65	218	3,300	2.18	-595	MISCELLANEOUS	34,752	1.60	32,155	1.29	2,597	35,264	1.44	-512
158,299	100.00	150,849	100.00	7,450	151,660	100.00	6,639	TOTAL REVENUES	2,166,252	100.00	2,499,897	100.00	-333,645	2,444,816	100.00	-278,564
DEPARTMENT EXPENSES																
41,350	26.58	55,786	37.60	-14,435	51,112	34.45	-9,762	ROOMS EXPENSE	449,899	21.11	598,845	24.27	-148,946	565,665	23.48	-115,766
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
601	22.22	860	34.58	-259	515	15.61	86	MISCELLANEOUS EXPENSE	8,899	25.61	9,486	29.50	-586	9,794	27.77	-895
41,951	26.50	56,645	37.55	-14,694	51,627	34.04	-9,676	TOTAL DEPARTMENTAL EXPENSES	458,798	21.18	608,331	24.33	-149,533	575,460	23.54	-116,661
DEPARTMENTAL PROFIT																
114,244	73.42	92,577	62.40	21,667	97,249	65.55	16,996	ROOMS PROFIT	1,681,601	78.89	1,868,897	75.73	-187,296	1,843,887	76.52	-162,286
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
2,104	77.78	1,626	65.42	477	2,785	84.39	-681	MISCELLANEOUS PROFIT	25,853	74.39	22,669	70.50	3,183	25,469	72.23	383
116,348	73.50	94,204	62.45	22,144	100,034	65.96	16,314	TOTAL DEPARTMENTAL PROFIT	1,707,454	78.82	1,891,566	75.67	-184,113	1,869,357	76.46	-161,903
15,080	9.53	22,973	15.23	-7,893	21,624	14.26	-6,544	A & G EXPENSE	223,399	10.31	258,538	10.34	-35,139	255,163	10.44	-31,763
1,913	1.21	1,752	1.16	161	1,791	1.18	122	TELECOM	18,103	0.84	18,385	0.74	-282	17,872	0.73	231
6,526	4.12	9,645	6.39	-3,120	9,167	6.04	-2,641	SALES & MARKETING EXPENSES	60,966	2.81	82,664	3.31	-21,697	77,503	3.17	-16,537
16,846	10.64	19,231	12.75	-2,385	17,250	11.37	-404	FRANCHISE FEES	229,526	10.60	266,018	10.64	-36,492	261,764	10.71	-32,237
9,646	6.09	9,744	6.46	-98	8,215	5.42	1,430	MAINTENANCE EXPENSES	78,072	3.60	104,972	4.20	-26,901	98,175	4.02	-20,104
12,423	7.85	12,973	8.60	-550	13,041	8.60	-618	UTILITIES EXPENSE	119,225	5.50	134,885	5.40	-15,660	132,838	5.43	-13,613
62,432	39.44	76,317	50.59	-13,884	71,087	46.87	-8,655	TOTAL ADMIN EXPENSES	729,292	33.67	865,463	34.62	-136,171	843,315	34.49	-114,024
53,916	34.06	17,887	11.86	36,029	28,947	19.09	24,969	HOUSE PROFIT	978,162	45.15	1,026,104	41.05	-47,942	1,026,041	41.97	-47,879
FIXED EXPENSES																
7,672	4.85	3,773	2.50	3,899	3,792	2.50	3,880	MANAGEMENT FEES	65,140	3.01	62,523	2.50	2,617	61,132	2.50	4,008
49,614	31.34	48,731	32.30	883	47,504	31.32	2,110	FIXED EXPENSES	480,894	22.20	521,698	20.87	-40,803	486,086	19.88	-5,192

-3,370	-2.13	-34,617	-22.95	31,247	-22,349	-14.74	18,979	NET OPERATING INCOME	432,128	19.95	441,882	17.68	-9,755	478,823	19.59	-46,695
66,767	42.18	22,609	14.99	44,158	62,692	41.34	4,075	Other	671,921	31.02	236,006	9.44	435,915	645,934	26.42	25,987
-70,136	-44.31	-57,225	-37.94	-12,911	-85,041	-56.07	14,905	N.I. after Other	-239,793	-11.07	205,876	8.24	-445,669	-167,111	-6.84	-72,682
-30,247		-57,225		26,978	-45,152		14,905	Cash before Depreciation/Amortization	159,097		205,876		-46,779	231,779		-72,682

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Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
53,910	34.65	53,890	36.32	20	53,761	36.24	150	Rack/ Premium	666,765	31.28	758,275	30.73	-91,509	763,344	31.68	-96,579
43,187	27.76	47,475	32.00	-4,288	47,131	31.77	-3,944	Discounts - Other	694,020	32.56	762,870	30.91	-68,850	759,701	31.53	-65,681
0	0.00	0	0.00	0	672	0.45	-672	Government	36,738	1.72	48,447	1.96	-11,709	46,910	1.95	-10,172
30,546	19.63	32,994	22.24	-2,448	32,787	22.10	-2,240	Locally Negotiated Rate	492,676	23.11	554,630	22.48	-61,954	539,951	22.41	-47,275
-880	-0.57	0	0.00	-880	-2,168	-1.46	1,289	Allowances	-23,147	-1.09	0	0.00	-23,147	-20,284	-0.84	-2,863
27	0.02	311	0.21	-284	35	0.02	-8	Redemption Revenue	38,233	1.79	64,277	2.60	-26,044	57,615	2.39	-19,382
126,791	81.49	134,670	90.77	-7,879	132,217	89.12	-5,426	Total Transient Revenue	1,905,286	89.39	2,188,498	88.68	-283,212	2,147,238	89.11	-241,952
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
27,546	17.70	13,693	9.23	13,853	14,649	9.87	12,897	Group- Corporate	213,987	10.04	279,244	11.32	-65,257	253,070	10.50	-39,083
27,546	17.70	13,693	9.23	13,853	14,649	9.87	12,897	Total Group Revenue	213,987	10.04	279,244	11.32	-65,257	253,070	10.50	-39,083
1,257	0.81	0	0.00	1,257	1,494	1.01	-237	Guaranteed No-Show	12,227	0.57	0	0.00	12,227	9,244	0.38	2,983
155,594	100.00	148,363	100.00	7,232	148,360	100.00	7,234	Total Rooms Revenue	2,131,500	100.00	2,467,742	100.00	-336,242	2,409,552	100.00	-278,053
ROOM STATISTICS																
540	29	550	30	-10	547	30	-7	Rack/ Premium Rooms	4,557	24	5,347	26	-790	5,404	27	-847
600	32	678	37	-78	672	37	-72	Discounts - Other Rooms	6,880	36	7,403	36	-523	7,424	37	-544
0	0	0	0	0	6	0	-6	Government Rooms	307	2	321	2	-14	310	2	-3
440	23	440	24	0	433	24	7	Locally Negotiated Corporate Rooms	5,697	30	4,998	25	699	4,900	25	797
1,580	84	1,668	91	-88	1,658	90	-78	Total Transient Stats	17,441	90	18,069	89	-628	18,038	90	-597
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
311	16	165	9	146	175	10	136	Group- Corporate Rooms	1,841	10	2,233	11	-392	1,910	10	-69
311	16	165	9	146	175	10	136	Total Group Stats	1,841	10	2,233	11	-392	1,910	10	-69
1,891	100	1,833	100	58	1,833	100	58	TOTAL ROOM STATISTICS	19,282	100	20,302	100	-1,020	19,948	100	-666
Other Room Stats																
76	4	0	0	76	5	0	71	Comp Rooms	523	3	0	0	523	72	0	451
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	73	0	-73
1,434	76	0	0	1,434	1,327	72	107	Single Occupancy	14,284	74	0	0	14,284	12,771	64	1,513
463	24	0	0	463	422	23	41	Multiple Occupancy	3,871	20	0	0	3,871	4,526	23	-655
22	1	0	0	22	21	1	1	GNS Stats	198	1	0	0	198	116	1	82
66	3	0	0	66	58	3	8	Out of Order Rooms	2,770	14	0	0	2,770	606	3	2,164
3,839	203	0	0	3,839	3,437	188	402	# of Guests	36,369	189	0	0	36,369	38,129	191	-1,760

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
99.83		98.00		1.83	98.28		1.55	Rack/Premium ADR	146.32		141.82		4.50	141.26		5.06
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
71.98		70.00		1.98	70.14		1.84	Discount ADR	100.88		103.04		-2.17	102.33		-1.46
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		0.00		0.00	112.00		-112.00	Government ADR	119.67		150.76		-31.09	151.32		-31.65
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
69.42		75.00		-5.58	75.72		-6.30	Local Negotiated ADR	86.48		110.98		-24.50	110.19		-23.71
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
80.25		80.74		-0.49	79.75		0.50	Total Transient ADR	109.24		121.12		-11.88	119.04		-9.80
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
88.57		83.00		5.57	83.71		4.86	Group - Corporate ADR	116.23		125.07		-8.84	132.50		-16.26
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
88.57		83.00		5.57	83.71		4.86	Total Group ADR	116.23		125.07		-8.84	132.50		-16.26

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
4,329	2.29	7,115	3.88	-2,786	5,589	3.05	-1,261	FD/ Guest Service Reps	45,058	2.34	68,023	3.35	-22,965	56,578	2.84	-11,520
2,121	1.12	2,519	1.37	-398	1,791	0.98	330	Executive Housekeeper	21,555	1.12	24,785	1.22	-3,231	22,342	1.12	-788
953	0.50	1,833	1.00	-880	2,659	1.45	-1,706	Asst Exec Housekeeper/ Inspectress	9,734	0.50	20,302	1.00	-10,568	21,432	1.07	-11,698
10,135	5.36	9,280	5.06	855	8,548	4.66	1,586	Housekeepers	96,120	4.98	102,779	5.06	-6,659	100,803	5.05	-4,684
539	0.29	2,406	1.31	-1,867	1,524	0.83	-984	Housemen	7,889	0.41	25,070	1.23	-17,181	19,566	0.98	-11,678
1,246	0.66	2,623	1.43	-1,377	2,456	1.34	-1,210	Laundry	14,599	0.76	29,157	1.44	-14,558	26,774	1.34	-12,175
0	0.00	2,279	1.24	-2,279	1,925	1.05	-1,925	Comp Breakfast Hostess	5,577	0.29	23,690	1.17	-18,113	19,224	0.96	-13,648
3,603	1.91	3,249	1.77	354	3,265	1.78	337	Night Audit	36,219	1.88	31,965	1.57	4,254	34,239	1.72	1,980
1,621	0.86	2,622	1.43	-1,001	2,786	1.52	-1,165	Payroll Taxes	18,085	0.94	27,939	1.38	-9,854	26,359	1.32	-8,274
3,164	1.67	930	0.51	2,234	786	0.43	2,378	Employee Benefits	8,106	0.42	9,300	0.46	-1,194	8,964	0.45	-858
-1,008	-0.53	670	0.37	-1,678	1,826	1.00	-2,835	Vacation /PTO	23,881	1.24	6,700	0.33	17,181	8,051	0.40	15,830
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,153	0.16	4,845	0.24	-1,692	4,859	0.24	-1,706
0	0.00	0	0.00	0	250	0.14	-250	Bonus/Incentive Pay	0	0.00	3,400	0.17	-3,400	3,732	0.19	-3,732
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	2,295	0.12	0	0.00	2,295	0	0.00	2,295
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Laundry	5,420	0.28	0	0.00	5,420	0	0.00	5,420
26,703	14.12	35,526	19.38	-8,823	33,407	18.23	-6,704	Total P/R & R/Benefits- Rooms	297,687	15.44	377,955	18.62	-80,267	352,923	17.69	-55,236
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	92	0.05	-92	80	0.04	-80	Newspapers	238	0.01	1,015	0.05	-777	804	0.04	-566
4,197	2.22	8,707	4.75	-4,510	7,965	4.35	-3,768	Comp Breakfast	50,706	2.63	99,404	4.90	-48,697	96,395	4.83	-45,688
0	0.00	37	0.02	-37	0	0.00	0	Comp Breakfast- Equipment	0	0.00	406	0.02	-406	371	0.02	-371
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	78	0.00	-78
0	0.00	37	0.02	-37	64	0.03	-64	Laundry Supplies	478	0.02	406	0.02	72	318	0.02	160
138	0.07	1,008	0.55	-870	1,381	0.75	-1,243	Linen Supplies	10,873	0.56	11,166	0.55	-293	12,631	0.63	-1,757
1,441	0.76	1,522	0.83	-81	1,770	0.97	-329	Cable TV	13,543	0.70	15,220	0.75	-1,677	16,200	0.81	-2,657
818	0.43	818	0.45	0	818	0.45	0	HSIA Support	3,256	0.17	3,270	0.16	-14	3,270	0.16	-14
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	0	0.00	0
700	0.37	477	0.26	223	407	0.22	293	Reservations Expense	4,135	0.21	5,279	0.26	-1,144	5,267	0.26	-1,133
1,146	0.61	1,833	1.00	-687	1,240	0.68	-94	Guest Room Supplies	15,288	0.79	20,302	1.00	-5,014	16,775	0.84	-1,487
-100	-0.05	513	0.28	-613	569	0.31	-669	Cleaning Supplies	4,563	0.24	5,685	0.28	-1,121	5,691	0.29	-1,127
682	0.36	435	0.24	247	1,329	0.72	-647	Ecolab Core Supplies	5,656	0.29	4,683	0.23	973	5,742	0.29	-86
5,111	2.70	4,583	2.50	528	1,857	1.01	3,254	Travel Agents Commission	37,832	1.96	50,755	2.50	-12,923	47,035	2.36	-9,203
0	0.00	200	0.11	-200	225	0.12	-225	Uniforms	2,978	0.15	3,300	0.16	-322	2,167	0.11	812
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	856	0.04	0	0.00	856	0	0.00	856
515	0.27	0	0.00	515	0	0.00	515	COVID 19 Supplies	1,810	0.09	0	0.00	1,810	0	0.00	1,810
14,648	7.75	20,260	11.05	-5,612	17,705	9.66	-3,057	Total Operating - Rooms	152,211	7.89	220,890	10.88	-68,679	212,742	10.66	-60,530
41,350	21.87	55,786	30.43	-14,435	51,112	27.88	-9,762	Total Expenses- Rooms	449,899	23.33	598,845	29.50	-148,946	565,665	28.36	-115,766
114,244	60.41	92,577	50.51	21,667	97,249	53.05	16,996	Net Income- Rooms	1,681,601	87.21	1,868,897	92.05	-187,296	1,843,887	92.43	-162,286

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)
For Property: Fairfield Inn & Suites Naples (Capstone)
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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TELECOM																
TELEPHONE REVENUES																
0	0.00	5	0.00	-5	0	0.00	0	Long Distance	0	0.00	50	0.00	-50	52	0.00	-52
65	0.00	65	0.00	0	25	0.00	40	Internet Access Fees	364	0.00	985	0.00	-621	913	0.00	-549
65	0.00	70	0.00	-5	25	0.00	40	Total Phone Revenues	364	0.00	1,035	0.00	-671	966	0.00	-601
COS- Communication																
898	0.57	770	0.51	128	774	0.51	124	COS-Local	7,974	0.37	7,700	0.31	274	7,953	0.33	21
0	0.00	10	200.00	-10	0	0.00	0	COS-Long Distance	0	0.00	100	200.00	-100	0	0.00	0
980	1,510.22	942	1,449.23	38	942	3,775.55	38	COS-HSIA ISP	9,533	2,617.03	10,620	1,078.17	-1,087	10,035	1,098.90	-502
1,878	0.00	1,722	0.00	156	1,716	0.00	162	Total COS- Comm	17,507	0.00	18,420	0.00	-913	17,988	0.00	-481
-1,813	0.00	-1,652	0.00	-161	-1,691	0.00	-122	Gross Margin- Comm	-17,143	0.00	-17,385	0.00	242	-17,022	0.00	-121
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	960	0.00	1,000	0.00	-40	850	0.00	110
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	960	0.00	1,000	0.00	-40	850	0.00	110
1,913	0.00	1,752	0.00	161	1,791	0.00	122	N.I.- Comm Dept	18,103	0.00	18,385	0.00	-282	17,872	0.00	231

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.92	-20	0	0.00		0 Laundry/Valet	0	0.00	200	0.69	-200	116	0.36	-116
36	1.32	147	6.77	-111	73	2.47		-37 Vending	1,551	4.94	1,624	5.61	-73	1,184	3.70	368
0	0.00	0	0.00	0	0	0.00		0 Sundry Sales	0	0.00	0	0.00	0	1	0.00	-1
0	0.00	70	3.23	-70	0	0.00		0 Pet Fees	50	0.16	700	2.42	-650	800	2.50	-750
20	0.74	0	0.00	20	0	0.00		20 Rollaways	40	0.13	0	0.00	40	20	0.06	20
0	0.00	0	0.00	0	6	0.20		-6 Miscellaneous	106	0.34	0	0.00	106	2,093	6.55	-1,987
420	15.55	200	9.23	220	878	29.76		-457 Late Cancellation Income	7,469	23.78	7,300	25.21	169	8,249	25.82	-781
200	7.39	25	1.15	175	0	0.00		200 Smoking Fee	689	2.19	250	0.86	439	250	0.78	439
0	0.00	55	2.54	-55	60	2.04		-60 Tax Discounts Earned	300	0.96	609	2.10	-309	482	1.51	-182
2,029	75.00	1,650	76.15	379	1,933	65.52		96 Market Sales	21,197	67.50	18,272	63.10	2,925	18,667	58.44	2,530
0	0.00	0	0.00	0	0	0.00		0 Market Sales- Beer/Wine	0	0.00	0	0.00	0	82	0.26	-82
2,705	100.00	2,166	100.00	538	2,950	100.00	-245	Total Miscellaneous Revenues	31,402	100.00	28,955	100.00	2,447	31,944	100.00	-542
COSales- Miscellaneous																
0	0.00	10	50.00	-10	0	0.00		0 COS-Laundry/Valet	0	0.00	100	50.00	-100	50	42.86	-50
0	0.00	25	1.15	-25	0	0.00		0 COS-Vending Cost	0	0.00	250	0.86	-250	171	0.53	-171
601	29.62	825	50.00	-224	515	26.64		86 COS- Market	8,819	41.61	9,136	50.00	-317	9,574	51.29	-755
601	22.22	860	39.69	-259	515	17.46	86	Total COS- Miscellaneous	8,819	28.08	9,486	32.76	-667	9,794	30.66	-975
0	0.00	300	93.75	-300	350	100.00		-350 Banquet Room Rental	3,150	94.03	3,000	93.75	150	3,275	98.64	-125
0	0.00	10	3.13	-10	0	0.00		0 Banquet Room F & B	0	0.00	100	3.13	-100	45	1.36	-45
0	0.00	10	3.13	-10	0	0.00		0 Banquet Room AV Rental	200	5.97	100	3.13	100	0	0.00	200
0	0.00	320	100.00	-320	350	100.00	-350	Total Meeting Room Revenues	3,350	100.00	3,200	100.00	150	3,320	100.00	30
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00		0 COS-Banquet Room AV	80	2.40	0	0.00	80	0	0.00	80
2,104	77.78	1,626	75.08	477	2,785	94.41	-681	Total Miscellaneous Profit	25,853	82.33	22,669	78.29	3,183	25,469	79.73	383

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
2,486	1.57	4,340	2.88	-1,854	3,826	2.52	-1,341	General Manager	36,111	1.67	42,700	1.71	-6,589	35,618	1.46	493
2,691	1.70	2,809	1.86	-118	2,602	1.72	89	Assistant General Manager	22,798	1.05	27,318	1.09	-4,520	24,565	1.00	-1,767
180	0.11	1,973	1.31	-1,794	1,745	1.15	-1,565	Operations Manager	11,317	0.52	17,412	0.70	-6,095	21,535	0.88	-10,218
284	0.18	757	0.50	-473	620	0.41	-336	Payroll Taxes	6,392	0.30	7,269	0.29	-877	7,083	0.29	-691
51	0.03	694	0.46	-643	321	0.21	-269	Employee Benefits	5,626	0.26	6,940	0.28	-1,314	6,180	0.25	-554
-68	-0.04	0	0.00	-68	95	0.06	-162	Vacation /PTO	9,541	0.44	0	0.00	9,541	3,186	0.13	6,355
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,009	0.09	0	0.00	2,009	1,844	0.08	165
0	0.00	458	0.30	-458	0	0.00	0	Bonus/Incentive Pay	4,016	0.19	4,583	0.18	-567	3,760	0.15	256
5,624	3.55	11,031	7.31	-5,407	9,208	6.07	-3,584	Total P/R & R/B- A&G	97,811	4.52	106,222	4.25	-8,412	103,772	4.24	-5,961
Operating Expenses- A&G																
66	0.04	350	0.23	-284	372	0.25	-306	Employee Relations	1,271	0.06	4,300	0.17	-3,029	4,116	0.17	-2,845
2,000	1.26	2,000	1.33	0	2,000	1.32	0	Accounting Fees	20,000	0.92	20,000	0.80	0	20,000	0.82	0
871	0.55	825	0.55	46	593	0.39	278	Data Processing	8,435	0.39	9,685	0.39	-1,250	8,595	0.35	-160
19	0.01	330	0.22	-311	531	0.35	-512	Office Supplies	3,073	0.14	3,654	0.15	-581	3,799	0.16	-726
0	0.00	76	0.05	-76	76	0.05	-76	Muzak	608	0.03	760	0.03	-152	759	0.03	-151
0	0.00	270	0.18	-270	174	0.11	-174	Travel & Lodging	1,399	0.06	3,700	0.15	-2,301	4,530	0.19	-3,130
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	0	0.00	0	0.00	0	34	0.00	-34
0	0.00	52	0.03	-52	55	0.04	-55	Telephone	147	0.01	522	0.02	-375	493	0.02	-346
262	0.17	517	0.34	-255	262	0.17	0	Licenses and Permits	3,640	0.17	2,379	0.10	1,261	2,469	0.10	1,171
63	0.04	50	0.03	13	216	0.14	-153	Postage	524	0.02	635	0.03	-111	713	0.03	-188
0	0.00	0	0.00	0	0	0.00	0	Recruitment	779	0.04	828	0.03	-49	1,380	0.06	-601
123	0.08	135	0.09	-12	114	0.08	9	Employment Screening/ Drug Testing	827	0.04	1,350	0.05	-523	1,048	0.04	-220
206	0.13	175	0.12	31	215	0.14	-9	Training	1,302	0.06	2,350	0.09	-1,048	2,760	0.11	-1,458
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	148	0.01	0	0.00	148	0	0.00	148
0	0.00	68	0.05	-68	0	0.00	0	Security Service	803	0.04	2,079	0.08	-1,276	889	0.04	-86
120	0.08	215	0.14	-95	150	0.10	-30	Dues/Subscriptions	1,247	0.06	1,700	0.07	-453	2,560	0.10	-1,313
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	29	0.00	-29
3,619	2.29	3,969	2.63	-351	3,723	2.45	-104	Credit Card Commissions	55,226	2.55	65,775	2.63	-10,548	63,539	2.60	-8,313
-1	0.00	0	0.00	-1	219	0.14	-220	Cash Over/Short	-34	0.00	0	0.00	-34	-164	-0.01	131
34	0.02	30	0.02	4	30	0.02	4	Equipment Rental	337	0.02	300	0.01	37	351	0.01	-14
373	0.24	435	0.29	-62	349	0.23	24	Payroll Services	5,251	0.24	6,105	0.24	-854	6,080	0.25	-829
895	0.57	1,040	0.69	-145	1,014	0.67	-119	Bank Charges	10,039	0.46	10,400	0.42	-361	10,418	0.43	-379
137	0.09	0	0.00	137	110	0.07	27	Chargebacks	197	0.01	0	0.00	197	385	0.02	-189
670	0.42	1,404	0.93	-734	2,212	1.46	-1,542	Workers Comp Insurance	10,368	0.48	15,794	0.63	-5,426	16,608	0.68	-6,240
9,455	5.97	11,941	7.92	-2,486	12,416	8.19	-2,960	Total Operating- A&G	125,589	5.80	152,316	6.09	-26,727	151,391	6.19	-25,802
15,080	9.53	22,973	15.23	-7,893	21,624	14.26	-6,544	Total Expenses- A&G	223,399	10.31	258,538	10.34	-35,139	255,163	10.44	-31,763

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
2,741	1.73	3,075	2.04	-334	2,819	1.86	-78	Director of Sales	25,020	1.15	29,993	1.20	-4,973	26,639	1.09	-1,620
0	0.00	0	0.00	0	10	0.01	-10	Sales Manager	33	0.00	0	0.00	33	92	0.00	-59
337	0.21	845	0.56	-509	723	0.48	-387	Revenue Management	4,462	0.21	8,453	0.34	-3,990	7,506	0.31	-3,044
0	0.00	172	0.11	-172	0	0.00	0	E Commerce Management	516	0.02	1,721	0.07	-1,205	0	0.00	516
0	0.00	1,007	0.67	-1,007	1,583	1.04	-1,583	Sales Coordinator	4,020	0.19	9,906	0.40	-5,887	13,103	0.54	-9,084
328	0.21	320	0.21	9	290	0.19	39	Payroll Taxes	2,490	0.11	3,141	0.13	-651	3,064	0.13	-575
472	0.30	706	0.47	-235	683	0.45	-211	Employee Benefits	4,872	0.22	7,060	0.28	-2,188	7,113	0.29	-2,241
444	0.28	0	0.00	444	0	0.00	444	Vacation / PTO	5,320	0.25	0	0.00	5,320	1,906	0.08	3,414
0	0.00	0	0.00	0	0	0.00	0	Holiday	909	0.04	0	0.00	909	711	0.03	198
0	0.00	142	0.09	-142	0	0.00	0	Bonus/Incentive Pay	1,556	0.07	1,417	0.06	140	1,033	0.04	523
4,321	2.73	6,267	4.15	-1,946	6,107	4.03	-1,786	Total P/R & R/B- Sales	49,198	2.27	61,690	2.47	-12,492	61,167	2.50	-11,969
Operating Expenses- Sales																
0	0.00	30	0.02	-30	39	0.03	-39	Printing & Stationary	0	0.00	300	0.01	-300	107	0.00	-107
0	0.00	30	0.02	-30	0	0.00	0	Office Supplies	0	0.00	300	0.01	-300	248	0.01	-248
0	0.00	375	0.25	-375	42	0.03	-42	Travel & Lodging	83	0.00	1,325	0.05	-1,242	1,568	0.06	-1,484
0	0.00	50	0.03	-50	29	0.02	-29	Meals & Entertainment	8	0.00	700	0.03	-692	492	0.02	-484
13	0.01	200	0.13	-187	151	0.10	-138	Promotions	1,041	0.05	2,810	0.11	-1,769	2,128	0.09	-1,088
0	0.00	25	0.02	-25	25	0.02	-25	Telephone	25	0.00	250	0.01	-225	250	0.01	-225
0	0.00	10	0.01	-10	0	0.00	0	Postage	0	0.00	100	0.00	-100	0	0.00	0
0	0.00	0	0.00	0	88	0.06	-88	Sales Training	237	0.01	125	0.01	112	552	0.02	-314
0	0.00	65	0.04	-65	493	0.33	-493	Dues & Subscriptions	2,768	0.13	3,915	0.16	-1,147	2,703	0.11	65
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	300	0.01	-300	21	0.00	-21
1,800	1.14	1,800	1.19	0	1,800	1.19	0	Outdoor Advertising	1,800	0.08	2,100	0.08	-300	2,100	0.09	-300
0	0.00	200	0.13	-200	200	0.13	-200	e Commerce Costs	814	0.04	2,000	0.08	-1,186	1,785	0.07	-971
392	0.25	293	0.19	98	194	0.13	198	Brand Paid Search	4,392	0.20	3,248	0.13	1,143	3,919	0.16	473
0	0.00	200	0.13	-200	0	0.00	0	Internet Advertising	600	0.03	3,100	0.12	-2,500	464	0.02	136
0	0.00	100	0.07	-100	0	0.00	0	Collateral	0	0.00	400	0.02	-400	0	0.00	0
2,204	1.39	3,378	2.24	-1,174	3,060	2.02	-855	Total Operating- Sales	11,768	0.54	20,973	0.84	-9,205	16,336	0.67	-4,567
6,526	4.12	9,645	6.39	-3,120	9,167	6.04	-2,641	Total Expenses-Sales	60,966	2.81	82,664	3.31	-21,697	77,503	3.17	-16,537

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	2,504	1.37	-2,504	2,423	1.32	-2,423	Chief Engineer	5,816	0.30	24,636	1.21	-18,820	22,628	1.13	-16,812
3,285	1.74	3,469	1.89	-184	2,003	1.09	1,282	General Maintenance	34,287	1.78	34,130	1.68	157	25,254	1.27	9,032
242	0.13	418	0.23	-177	336	0.18	-94	Payroll Taxes	3,096	0.16	4,114	0.20	-1,018	3,782	0.19	-687
38	0.02	561	0.31	-523	461	0.25	-423	Employee Benefits	1,758	0.09	5,610	0.28	-3,852	5,294	0.27	-3,535
0	0.00	0	0.00	0	0	0.00	0	Holiday	861	0.04	0	0.00	861	786	0.04	75
50	0.03	0	0.00	50	172	0.09	-122	Vacation /PTO	1,396	0.07	0	0.00	1,396	1,756	0.09	-360
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	375	0.02	-375
3,615	1.91	6,952	3.79	-3,337	5,395	2.94	-1,780	Total P/R & Related Expenses- Maintenance	47,213	2.45	68,490	3.37	-21,276	59,875	3.00	-12,662
Operating Expenses- R & M																
0	0.00	37	0.02	-37	0	0.00	0	Laundry Equipment	120	0.01	406	0.02	-286	117	0.01	3
0	0.00	128	0.07	-128	438	0.24	-438	Building Maintenance	3,277	0.17	1,421	0.07	1,856	954	0.05	2,323
0	0.00	165	0.09	-165	274	0.15	-274	Light Bulbs	1,282	0.07	1,827	0.09	-546	2,113	0.11	-831
0	0.00	73	0.04	-73	36	0.02	-36	Electrical & Mechanical	280	0.01	812	0.04	-532	422	0.02	-142
326	0.17	128	0.07	198	96	0.05	230	HVAC	856	0.04	1,421	0.07	-565	630	0.03	226
365	0.19	147	0.08	218	0	0.00	365	Plumbing & Boiler	1,035	0.05	1,624	0.08	-589	125	0.01	910
275	0.15	325	0.18	-50	275	0.15	0	Pool	2,642	0.14	3,250	0.16	-608	2,772	0.14	-129
945	0.50	1,000	0.55	-55	1,471	0.80	-526	Grounds & Landscaping	9,009	0.47	10,000	0.49	-991	11,469	0.57	-2,459
0	0.00	55	0.03	-55	0	0.00	0	Furniture & Fixtures	22	0.00	609	0.03	-587	957	0.05	-935
73	0.04	37	0.02	36	0	0.00	73	Painting	142	0.01	406	0.02	-264	91	0.00	52
0	0.00	0	0.00	0	0	0.00	0	Carpet & Floor	723	0.04	4,000	0.20	-3,277	3,079	0.15	-2,356
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	434	0.02	0	0.00	434	585	0.03	-151
0	0.00	0	0.00	0	0	0.00	0	Locks & Keys	31	0.00	1,000	0.05	-969	22	0.00	9
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	-350	-0.02	0	0.00	-350	11	0.00	-361
331	0.17	397	0.22	-66	229	0.12	102	Exterminating	3,425	0.18	3,967	0.20	-542	6,385	0.32	-2,960
2,352	1.24	0	0.00	2,352	0	0.00	2,352	Fire & Safety	2,354	0.12	1,425	0.07	929	4,714	0.24	-2,360
1,365	0.72	300	0.16	1,065	0	0.00	1,365	Elevator	5,576	0.29	4,314	0.21	1,262	3,856	0.19	1,720
6,031	3.19	2,792	1.52	3,239	2,821	1.54	3,210	Total Operating - R & M	30,858	1.60	36,483	1.80	-5,625	38,300	1.92	-7,442
9,646	5.10	9,744	5.32	-98	8,215	4.48	1,430	Total Expenses- R & M	78,072	4.05	104,972	5.17	-26,901	98,175	4.92	-20,104

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
7,431	3.93	7,016	3.83	415	7,653	4.18	-222	Electricity	64,616	3.35	70,583	3.48	-5,967	68,879	3.45	-4,263
1,365	0.72	1,891	1.03	-526	1,737	0.95	-372	Gas	14,075	0.73	20,004	0.99	-5,929	17,456	0.88	-3,380
2,838	1.50	2,905	1.58	-67	2,511	1.37	327	Water & Sewer	28,155	1.46	32,688	1.61	-4,533	34,741	1.74	-6,587
789	0.42	1,161	0.63	-372	1,140	0.62	-351	Waste Removal	12,379	0.64	11,610	0.57	769	11,763	0.59	617
12,423	6.57	12,973	7.08	-550	13,041	7.11	-618	Total Expenses- Utilities	119,225	6.18	134,885	6.64	-15,660	132,838	6.66	-13,613

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For Property: Fairfield Inn & Suites Naples (Capstone)

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,460	5.44	7,428	5.01	1,032	7,448	5.02	1,012	Franchise Fees/ Royalties	107,503	5.04	123,752	5.01	-16,249	120,516	5.00	-13,013
7,800	5.01	9,807	6.61	-2,007	7,545	5.09	255	Advertising	97,434	4.57	108,616	4.40	-11,181	110,895	4.60	-13,461
586	0.38	1,996	1.35	-1,410	1,942	1.31	-1,356	Frequent Traveler	21,026	0.99	31,316	1.27	-10,291	28,821	1.20	-7,795
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	138	0.01	0	0.00	138	0	0.00	138
0	0.00	0	0.00	0	315	0.21	-315	Other Franchise Cost	3,426	0.16	2,334	0.09	1,092	1,531	0.06	1,895
16,846	10.83	19,231	12.96	-2,385	17,250	11.63	-404	Total Franchise Fees Expense	229,526	10.77	266,018	10.78	-36,492	261,764	10.86	-32,237

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MANAGEMENT FEES																
3,958	2.50	3,773	2.50	185	3,792	2.50	166	Management Fees	54,156	2.50	62,523	2.50	-8,367	61,132	2.50	-6,976
3,714	2.35	0	0.00	3,714	0	0.00	3,714	Management Fees- Owner	10,984	0.51	0	0.00	10,984	0	0.00	10,984
7,672	4.85	3,773	2.50	3,899	3,792	2.50	3,880	Total Management Fees Expense	65,140	3.01	62,523	2.50	2,617	61,132	2.50	4,008

Company: 3808 White Lake-Naples dba FIS Naples Property: Fairfield Inn & Suites Naples (Capstone)

For Property: Fairfield Inn & Suites Naples (Capstone)

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FIXED EXPENSES																
29,985	18.94	29,204	19.36	781	28,423	18.74	1,563	Ground Lease	286,573	13.23	285,010	11.40	1,563	278,143	11.38	8,430
5,708	3.61	6,037	4.00	-329	5,708	3.76	0	FF & E Reserve	57,082	2.64	100,037	4.00	-42,956	79,354	3.25	-22,272
7,844	4.96	7,844	5.20	0	7,440	4.91	404	Real Estate Tax	78,442	3.62	78,442	3.14	0	74,403	3.04	4,038
1,363	0.86	1,363	0.90	0	1,843	1.22	-480	Personal Property Tax	13,632	0.63	13,632	0.55	0	11,514	0.47	2,118
4,713	2.98	4,282	2.84	431	4,089	2.70	623	Insurance	45,166	2.09	44,577	1.78	589	42,672	1.75	2,494
49,614	31.34	48,731	32.30	883	47,504	31.32	2,110	TOTAL FIXED EXPENSES	480,894	22.20	521,698	20.87	-40,803	486,086	19.88	-5,192

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	48	0.03	-48	Owners Expense	27,093	1.25	0	0.00	27,093	12,220	0.50	14,872
37,607	23.76	0	0.00	37,607	37,607	24.80	0	Depreciation	376,070	17.36	0	0.00	376,070	376,070	15.38	0
2,282	1.44	0	0.00	2,282	2,282	1.50	0	Amortization Expense	22,820	1.05	0	0.00	22,820	22,820	0.93	0
21,100	13.33	21,100	13.99	0	21,238	14.00	-138	Interest Expense	210,688	9.73	210,997	8.44	-309	212,796	8.70	-2,108
0	0.00	1,509	1.00	-1,509	1,517	1.00	-1,517	Asset Management Fee	9,488	0.44	25,009	1.00	-15,521	24,448	1.00	-14,960
2,083	1.32	0	0.00	2,083	0	0.00	2,083	Extraordinary Expenses	10,982	0.51	0	0.00	10,982	13,798	0.56	-2,816
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-16,218	-0.66	16,218
3,695		0		3,695	0		3,695	Ground Lease Tax	14,780		0		14,780	0		14,780
66,767	42.18	22,609	14.99	44,158	62,692	41.34	4,075	Total Other	671,921	31.02	236,006	9.44	435,915	645,934	26.42	25,987

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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SUMMARY																
3,596		3,596		0	3,596		0	Total Rooms Available	35,380		35,380		0	35,264		116
1,310		2,818		-1,508	2,818		-1,508	Total Rooms Sold	11,839		27,221		-15,382	26,358		-14,519
36.43%		78.36%		-41.94%	78.36%		-41.94%	Occupancy %	33.46%		76.94%		-43.48%	74.74%		-41.28%
64.91		108.58		-43.66	109.77		-44.86	Average Rate	101.45		110.41		-8.96	110.52		-9.07
23.65		85.09		-61.44	86.02		-62.37	REVPAR	33.95		84.95		-51.00	82.61		-48.66
REVENUES																
85,037	98.48	305,974	98.50	-220,937	309,335	98.01	-224,298	ROOMS	1,201,105	98.73	3,005,513	98.52	-1,804,408	2,913,178	98.59	-1,712,073
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,313	1.52	4,655	1.50	-3,342	6,279	1.99	-4,966	MISCELLANEOUS	15,474	1.27	45,251	1.48	-29,776	41,679	1.41	-26,205
86,350	100.00	310,630	100.00	-224,279	315,614	100.00	-229,264	TOTAL REVENUES	1,216,579	100.00	3,050,763	100.00	-1,834,184	2,954,857	100.00	-1,738,277
DEPARTMENT EXPENSES																
26,253	30.87	73,480	24.01	-47,226	68,896	22.27	-42,643	ROOMS EXPENSE	305,358	25.42	714,372	23.77	-409,014	664,640	22.81	-359,282
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
135	10.30	2,385	51.23	-2,250	2,285	36.40	-2,150	MISCELLANEOUS EXPENSE	7,084	45.78	23,081	51.01	-15,997	22,040	52.88	-14,956
26,388	30.56	75,864	24.42	-49,476	71,181	22.55	-44,793	TOTAL DEPARTMENTAL EXPENSES	312,442	25.68	737,453	24.17	-425,011	686,680	23.24	-374,238
DEPARTMENTAL PROFIT																
58,784	69.13	232,495	75.99	-173,710	240,440	77.73	-181,655	ROOMS PROFIT	895,747	74.58	2,291,141	76.23	-1,395,394	2,248,538	77.19	-1,352,791
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,178	89.70	2,271	48.77	-1,093	3,994	63.60	-2,816	MISCELLANEOUS PROFIT	8,390	54.22	22,170	48.99	-13,780	19,639	47.12	-11,249
59,962	69.44	234,765	75.58	-174,803	244,433	77.45	-184,471	TOTAL DEPARTMENTAL PROFIT	904,138	74.32	2,313,311	75.83	-1,409,173	2,268,177	76.76	-1,364,039
13,349	15.46	28,177	9.07	-14,828	25,271	8.01	-11,922	A & G EXPENSE	193,594	15.91	290,979	9.54	-97,385	291,659	9.87	-98,065
1,742	2.02	1,836	0.59	-94	1,618	0.51	125	TELECOM	15,944	1.31	18,428	0.60	-2,484	17,140	0.58	-1,196
4,988	5.78	12,450	4.01	-7,462	10,026	3.18	-5,038	SALES & MARKETING EXPENSES	66,292	5.45	110,773	3.63	-44,481	103,793	3.51	-37,501
12,569	14.56	32,117	10.34	-19,549	36,340	11.51	-23,771	FRANCHISE FEES	136,994	11.26	317,092	10.39	-180,097	307,703	10.41	-170,709
8,674	10.05	15,220	4.90	-6,546	13,999	4.44	-5,325	MAINTENANCE EXPENSES	85,904	7.06	146,827	4.81	-60,923	145,530	4.93	-59,626
9,384	10.87	13,465	4.33	-4,081	11,151	3.53	-1,767	UTILITIES EXPENSE	89,852	7.39	126,221	4.14	-36,369	114,184	3.86	-24,332
50,707	58.72	103,265	33.24	-52,559	98,405	31.18	-47,698	TOTAL ADMIN EXPENSES	588,581	48.38	1,010,319	33.12	-421,738	980,010	33.17	-391,429
9,255	10.72	131,500	42.33	-122,245	146,028	46.27	-136,773	HOUSE PROFIT	315,557	25.94	1,302,992	42.71	-987,435	1,288,167	43.59	-972,610
FIXED EXPENSES																
5,865	6.79	7,771	2.50	-1,906	7,890	2.50	-2,025	MANAGEMENT FEES	41,391	3.40	76,317	2.50	-34,926	73,878	2.50	-32,487
62,941	72.89	61,714	19.87	1,227	58,552	18.55	4,389	FIXED EXPENSES	615,771	50.61	605,550	19.85	10,221	605,119	20.48	10,652

-59,551	-68.96	62,015	19.96	-121,565	79,586	25.22	-139,137	NET OPERATING INCOME	-341,605	-28.08	621,125	20.36	-962,730	609,170	20.62	-950,775
99,470	115.19	34,151	10.99	65,319	99,551	31.54	-81	Other	1,019,740	83.82	340,959	11.18	678,781	999,154	33.81	20,586
-159,021	-184.16	27,863	8.97	-186,884	-19,965	-6.33	-139,056	N.I. after Other	-1,361,345	-111.90	280,166	9.18	-1,641,511	-389,984	-13.20	-971,361
-93,872		27,863		-121,735	45,184		-139,056	Cash before Depreciation/Amortization	-709,855		280,166		-990,021	261,506		-971,361

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For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
30,444	35.80	77,523	25.34	-47,079	78,855	25.49	-48,411	Rack/ Premium	379,309	31.58	1,054,883	35.10	-675,574	903,632	31.02	-524,324
44,570	52.41	153,440	50.15	-108,871	147,355	47.64	-102,785	Discounts - Other	436,132	36.31	864,417	28.76	-428,285	986,264	33.86	-550,133
0	0.00	21,642	7.07	-21,642	21,023	6.80	-21,023	Government	53,087	4.42	147,477	4.91	-94,390	178,239	6.12	-125,152
9,961	11.71	33,788	11.04	-23,827	36,920	11.94	-26,959	Locally Negotiated Rate	187,377	15.60	399,220	13.28	-211,843	479,484	16.46	-292,107
0	0.00	3,997	1.31	-3,997	8,818	2.85	-8,818	Redemption Revenue	18,879	1.57	75,744	2.52	-56,865	77,951	2.68	-59,072
84,975	99.93	290,391	94.91	-205,415	292,971	94.71	-207,996	Total Transient Revenue	1,074,783	89.48	2,541,741	84.57	-1,466,958	2,625,571	90.13	-1,550,788
ROOM STATISTICS																
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
0	0.00	15,584	5.09	-15,584	15,593	5.04	-15,593	Group- Corporate	120,107	10.00	463,772	15.43	-343,665	276,237	9.48	-156,130
0	0.00	15,584	5.09	-15,584	15,593	5.04	-15,593	Total Group Revenue	120,107	10.00	463,772	15.43	-343,665	276,237	9.48	-156,130
62	0.07	0	0.00	62	771	0.25	-709	Guaranteed No-Show	6,215	0.52	0	0.00	6,215	11,370	0.39	-5,155
85,037	100.00	305,974	100.00	-220,937	309,335	100.00	-224,298	Total Rooms Revenue	1,201,105	100.00	3,005,513	100.00	-1,804,408	2,913,178	100.00	-1,712,073
ROOM STATISTICS																
376	29	592	21	-216	602	21	-226	Rack/ Premium Rooms	2,793	24	7,670	28	-4,877	6,508	25	-3,715
787	60	1,550	55	-763	1,505	53	-718	Discounts - Other Rooms	5,449	46	9,550	35	-4,101	11,053	42	-5,604
0	0	169	6	-169	164	6	-164	Government Rooms	345	3	1,104	4	-759	1,337	5	-992
147	11	310	11	-163	340	12	-193	Locally Negotiated Corporate Rooms	2,072	18	4,222	16	-2,150	4,974	19	-2,902
1,310	100	2,621	93	-1,311	2,611	93	-1,301	Total Transient Stats	10,659	90	22,546	83	-11,887	23,872	91	-13,213
Other Room Stats																
0	0	0	0	0	0	0	0	Comp Rooms	2	0	0	0	2	4	0	-2
27	2	0	0	27	18	1	9	GNS Stats	245	2	0	0	245	140	1	105
269	21	0	0	269	3	0	266	Out of Order Rooms	568	5	0	0	568	35	0	533
2,220	169	0	0	2,220	4,799	170	-2,579	# of Guests	19,751	167	0	0	19,751	43,360	165	-23,609

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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ADR																
80.97		131.00		-50.03	130.99		-50.02	Rack/Premium ADR	135.81		137.54		-1.73	138.85		-3.04
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
56.63		99.00		-42.37	97.91		-41.28	Discount ADR	80.04		90.52		-10.48	89.23		-9.19
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		128.00		-128.00	128.19		-128.19	Government ADR	153.88		133.54		20.33	133.31		20.56
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
67.76		109.00		-41.24	108.59		-40.82	Local Negotiated ADR	90.43		94.57		-4.13	96.40		-5.96
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
64.87		110.80		-45.94	112.21		-47.34	Total Transient ADR	100.83		112.74		-11.90	109.99		-9.15
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		79.00		-79.00	75.33		-75.33	Group - Corporate ADR	101.79		99.20		2.59	111.12		-9.33
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		79.00		-79.00	75.33		-75.33	Total Group ADR	101.79		99.20		2.59	111.12		-9.33

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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Payroll & Related Expense																
3,208	2.45	7,077	2.51	-3,869	3,808	1.35	-600	FD/ Guest Service Reps	28,116	2.37	67,907	2.49	-39,791	47,279	1.79	-19,163
0	0.00	3,457	1.23	-3,457	3,366	1.19	-3,366	Executive Housekeeper	19,282	1.63	33,915	1.25	-14,633	31,517	1.20	-12,235
0	0.00	2,348	0.83	-2,348	2,047	0.73	-2,047	Asst Exec Housekeeper/ Inspectress	4,191	0.35	22,536	0.83	-18,345	19,288	0.73	-15,097
0	0.00	12,916	4.58	-12,916	984	0.35	-984	Housekeepers	127	0.01	123,938	4.55	-123,811	7,703	0.29	-7,577
0	0.00	5,683	2.02	-5,683	80	0.03	-80	Housemen	931	0.08	54,536	2.00	-53,605	2,072	0.08	-1,141
0	0.00	4,133	1.47	-4,133	1,175	0.42	-1,175	Laundry	1,533	0.13	39,662	1.46	-38,129	10,299	0.39	-8,767
0	0.00	2,728	0.97	-2,728	1,495	0.53	-1,495	Comp Breakfast Hostess	3,555	0.30	26,840	0.99	-23,285	14,091	0.53	-10,536
3,134	2.39	3,100	1.10	34	3,445	1.22	-311	Night Audit	26,745	2.26	30,500	1.12	-3,755	27,578	1.05	-833
488	0.37	2,086	0.74	-1,598	1,266	0.45	-778	Payroll Taxes	7,195	0.61	20,202	0.74	-13,007	13,256	0.50	-6,060
107	0.08	789	0.28	-682	1,044	0.37	-937	Employee Benefits	7,623	0.64	7,890	0.29	-267	7,792	0.30	-169
100	0.08	141	0.05	-41	103	0.04	-3	Vacation /PTO	11,682	0.99	1,361	0.05	10,321	1,245	0.05	10,437
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,692	0.14	1,490	0.05	202	2,586	0.10	-894
0	0.00	141	0.05	-141	0	0.00	0	Bonus/Incentive Pay	928	0.08	1,361	0.05	-434	1,630	0.06	-703
0	0.00	0	0.00	0	2,428	0.86	-2,428	Contract Labor- FD/Guest Service Reps	4,783	0.40	0	0.00	4,783	17,052	0.65	-12,269
3,891	2.97	0	0.00	3,891	14,207	5.04	-10,317	Contract Labor- Housekeepers	56,983	4.81	0	0.00	56,983	126,372	4.79	-69,389
519	0.40	0	0.00	519	4,006	1.42	-3,487	Contract Labor- Houseperson	6,396	0.54	0	0.00	6,396	24,400	0.93	-18,004
399	0.30	0	0.00	399	3,606	1.28	-3,207	Contract Labor- Laundry	9,020	0.76	0	0.00	9,020	33,842	1.28	-24,822
0	0.00	0	0.00	0	1,174	0.42	-1,174	Contract Labor- Comp Breakfast Host	3,439	0.29	0	0.00	3,439	10,110	0.38	-6,671
11,845	9.04	44,599	15.83	-32,754	44,232	15.70	-32,387	Total P/R & R/Benefits- Rooms	194,220	16.41	432,139	15.88	-237,919	398,111	15.10	-203,891
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	141	0.05	-141	231	0.08	-231	Newspapers	481	0.04	1,361	0.05	-880	1,382	0.05	-901
2,981	2.28	14,231	5.05	-11,250	13,659	4.85	-10,678	Comp Breakfast	38,748	3.27	137,466	5.05	-98,718	134,200	5.09	-95,452
0	0.00	57	0.02	-57	0	0.00	0	Comp Breakfast- Equipment	796	0.07	1,489	0.05	-693	534	0.02	262
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	34	0.00	-34
0	0.00	28	0.01	-28	0	0.00	0	Guest Transportation	27	0.00	272	0.01	-245	38	0.00	-11
0	0.00	310	0.11	-310	296	0.11	-296	Laundry Supplies	1,458	0.12	2,994	0.11	-1,536	2,164	0.08	-706
264	0.20	1,381	0.49	-1,116	550	0.20	-285	Linen Supplies	3,875	0.33	13,338	0.49	-9,463	9,681	0.37	-5,805
1,808	1.38	1,645	0.58	163	1,665	0.59	143	Cable TV	16,357	1.38	16,450	0.60	-93	18,261	0.69	-1,904
1,567	1.20	261	0.09	1,306	261	0.09	1,306	HSIA Support	4,565	0.39	2,610	0.10	1,955	3,764	0.14	801
256	0.20	817	0.29	-561	518	0.18	-262	Reservations Expense	3,828	0.32	7,894	0.29	-4,066	7,345	0.28	-3,517
743	0.57	3,100	1.10	-2,357	3,357	1.19	-2,614	Guest Room Supplies	14,237	1.20	29,943	1.10	-15,707	27,668	1.05	-13,431
91	0.07	1,071	0.38	-980	724	0.26	-633	Cleaning Supplies	3,708	0.31	10,344	0.38	-6,636	10,229	0.39	-6,521
256	0.20	569	0.20	-313	500	0.18	-244	Ecolab Core Supplies	2,856	0.24	5,453	0.20	-2,597	5,875	0.22	-3,019
5,502	4.20	4,988	1.77	514	2,310	0.82	3,192	Travel Agents Commission	17,423	1.47	48,181	1.77	-30,758	41,473	1.57	-24,049
0	0.00	142	0.05	-142	0	0.00	0	Uniforms	810	0.07	3,076	0.11	-2,266	794	0.03	16
0	0.00	141	0.05	-141	593	0.21	-593	Walk Expense	302	0.03	1,361	0.05	-1,060	3,088	0.12	-2,786
940	0.72	0	0.00	940	0	0.00	940	COVID 19 Supplies	1,667	0.14	0	0.00	1,667	0	0.00	1,667
14,408	11.00	28,881	10.25	-14,473	24,663	8.75	-10,255	Total Operating - Rooms	111,138	9.39	282,233	10.37	-171,095	266,529	10.11	-155,391
26,253	20.04	73,480	26.08	-47,226	68,896	24.45	-42,643	Total Expenses- Rooms	305,358	25.79	714,372	26.24	-409,014	664,640	25.22	-359,282
58,784	44.87	232,495	82.50	-173,710	240,440	85.32	-181,655	Net Income- Rooms	895,747	75.66	2,291,141	84.17	-1,395,394	2,248,538	85.31	-1,352,791

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)
For Property: Fairfield Inn & Suites Orlando (Capstone)
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	12	0.00	0	0.00	12	7	0.00	5
0	0.00	56	0.00	-56	24	0.00	-24	Long Distance	35	0.00	544	0.00	-509	349	0.00	-314
5	0.00	141	0.00	-136	74	0.00	-69	Internet Access Fees	1,198	0.00	1,361	0.00	-163	1,027	0.00	171
5	0.00	197	0.00	-192	98	0.00	-93	Total Phone Revenues	1,245	0.00	1,905	0.00	-660	1,383	0.00	-138
COS- Communication																
0	0.00	660	0.21	-660	657	0.21	-657	COS-Local	0	0.00	6,600	0.22	-6,600	6,597	0.22	-6,597
674	0.00	30	53.23	644	0	0.00	674	COS-Long Distance	6,613	18,696.78	300	55.10	6,313	-128	-36.82	6,742
973	19,656.97	1,183	839.84	-210	959	1,290.56	14	COS-HSIA ISP	9,731	812.36	11,833	869.42	-2,102	11,204	1,090.80	-1,473
1,647	0.00	1,873	0.00	-226	1,616	0.00	31	Total COS- Comm	16,344	0.00	18,733	0.00	-2,389	17,673	0.00	-1,329
-1,642	0.00	-1,676	0.00	34	-1,518	0.00	-125	Gross Margin- Comm	-15,099	0.00	-16,828	0.00	1,729	-16,290	0.00	1,191
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	845	0.00	1,000	0.00	-155	300	0.00	545
0	0.00	60	0.00	-60	0	0.00	0	Equipment Maintenance	0	0.00	600	0.00	-600	550	0.00	-550
100	0.00	160	0.00	-60	100	0.00	0	Total Operating - Comm	845	0.00	1,600	0.00	-755	850	0.00	-5
1,742	0.00	1,836	0.00	-94	1,618	0.00	125	N.I.- Comm Dept	15,944	0.00	18,428	0.00	-2,484	17,140	0.00	-1,196

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	88	1.89	-88	32	0.51	-32	Laundry/Valet	48	0.31	880	1.94	-832	888	2.13	-840
56	4.24	75	1.61	-19	146	2.32	-90	Movie Income	434	2.81	750	1.66	-316	1,049	2.52	-615
192	14.65	225	4.84	-33	167	2.66	26	Vending	998	6.45	2,178	4.81	-1,179	2,204	5.29	-1,206
0	0.00	0	0.00	0	0	0.00	0	Sundry Sales	0	0.00	0	0.00	0	25	0.06	-25
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	0	0.00	0	0.00	0	200	0.48	-200
0	0.00	0	0.00	0	0	-0.01	0	Miscellaneous	0	0.00	0	0.00	0	118	0.28	-118
362	27.57	500	10.74	-138	2,419	38.52	-2,057	Late Cancellation Income	3,385	21.87	5,000	11.05	-1,615	4,280	10.27	-896
0	0.00	100	2.15	-100	250	3.98	-250	Smoking Fee	850	5.49	1,000	2.21	-150	773	1.85	77
0	0.00	60	1.29	-60	60	0.96	-60	Tax Discounts Earned	323	2.09	600	1.33	-277	510	1.22	-187
0	0.00	1,127	24.21	-1,127	1,095	17.44	-1,095	Room Service	2,034	13.14	10,888	24.06	-8,855	10,634	25.51	-8,600
703	53.53	2,480	53.27	-1,777	2,111	33.62	-1,408	Market Sales	7,402	47.84	23,954	52.94	-16,552	20,997	50.38	-13,595
1,313	100.00	4,655	100.00	-3,342	6,279	100.00	-4,966	Total Miscellaneous Revenues	15,474	100.00	45,251	100.00	-29,776	41,679	100.00	-26,205
COSales- Miscellaneous																
0	0.00	70	80.00	-70	26	80.00	-26	COS-Laundry/Valet	38	80.00	704	80.00	-666	673	75.82	-635
0	0.00	60	1.29	-60	0	0.00	0	COS-Movies	591	3.82	600	1.33	-9	976	2.34	-385
0	0.00	0	0.00	0	0	0.00	0	COS-Gift Shop	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,014	21.79	-1,014	979	15.59	-979	COS- Room Service	1,958	12.65	9,800	21.66	-7,842	9,470	22.72	-7,512
135	19.25	1,240	50.00	-1,105	1,281	60.65	-1,145	COS- Market	4,496	60.75	11,977	50.00	-7,481	10,920	52.00	-6,423
135	10.30	2,385	51.23	-2,250	2,285	36.40	-2,150	Total COS- Miscellaneous	7,084	45.78	23,081	51.01	-15,997	22,040	52.88	-14,956
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
1,178	89.70	2,271	48.77	-1,093	3,994	63.60	-2,816	Total Miscellaneous Profit	8,390	54.22	22,170	48.99	-13,780	19,639	47.12	-11,249

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,986	5.77	6,603	2.13	-1,617	5,557	1.76	-571	General Manager	34,335	2.82	64,752	2.12	-30,417	63,570	2.15	-29,235
0	0.00	4,199	1.35	-4,199	2,796	0.89	-2,796	Assistant General Manager	32,562	2.68	41,192	1.35	-8,630	32,874	1.11	-311
346	0.40	823	0.26	-477	645	0.20	-299	Payroll Taxes	4,971	0.41	8,078	0.26	-3,107	7,506	0.25	-2,534
622	0.72	1,711	0.55	-1,089	1,590	0.50	-968	Employee Benefits	8,079	0.66	17,110	0.56	-9,031	15,740	0.53	-7,661
250	0.29	0	0.00	250	871	0.28	-621	Vacation /PTO	5,667	0.47	0	0.00	5,667	3,026	0.10	2,640
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,631	0.13	0	0.00	1,631	1,884	0.06	-253
0	0.00	625	0.20	-625	0	0.00	0	Bonus/Incentive Pay	3,739	0.31	6,250	0.20	-2,511	4,731	0.16	-992
6,204	7.18	13,961	4.49	-7,757	11,458	3.63	-5,254	Total P/R & R/B- A&G	90,985	7.48	137,382	4.50	-46,397	129,331	4.38	-38,346
Operating Expenses- A&G																
0	0.00	350	0.11	-350	303	0.10	-303	Employee Relations	852	0.07	3,800	0.12	-2,948	3,294	0.11	-2,442
2,000	2.32	2,000	0.64	0	2,000	0.63	0	Accounting Fees	20,000	1.64	20,000	0.66	0	20,358	0.69	-358
957	1.11	610	0.20	347	638	0.20	319	Data Processing	10,806	0.89	7,300	0.24	3,506	8,281	0.28	2,526
154	0.18	338	0.11	-184	349	0.11	-194	Office Supplies	1,613	0.13	3,267	0.11	-1,653	3,653	0.12	-2,040
45	0.05	50	0.02	-5	45	0.01	0	Muzak	385	0.03	500	0.02	-115	682	0.02	-298
0	0.00	200	0.06	-200	0	0.00	0	Travel & Lodging	588	0.05	4,000	0.13	-3,412	4,958	0.17	-4,370
0	0.00	25	0.01	-25	0	0.00	0	Meals and Entertainment	0	0.00	250	0.01	-250	469	0.02	-469
0	0.00	105	0.03	-105	105	0.03	-105	Telephone	247	0.02	1,050	0.03	-803	900	0.03	-653
250	0.29	0	0.00	250	0	0.00	250	Licenses and Permits	4,691	0.39	4,740	0.16	-49	4,738	0.16	-47
35	0.04	113	0.04	-78	62	0.02	-27	Postage	392	0.03	1,089	0.04	-697	1,265	0.04	-872
0	0.00	0	0.00	0	0	0.00	0	Recruitment	829	0.07	905	0.03	-76	1,273	0.04	-445
123	0.14	114	0.04	9	114	0.04	9	Employment Screening/ Drug Testing	840	0.07	1,140	0.04	-300	1,243	0.04	-402
210	0.24	75	0.02	135	261	0.08	-50	Training	734	0.06	2,050	0.07	-1,316	2,515	0.09	-1,781
165	0.19	160	0.05	5	250	0.08	-85	Dues/Subscriptions	1,292	0.11	1,700	0.06	-408	3,597	0.12	-2,305
1,815	2.10	7,429	2.39	-5,614	7,233	2.29	-5,419	Credit Card Commissions	33,944	2.79	72,959	2.39	-39,015	71,358	2.41	-37,414
-4	0.00	0	0.00	-4	-77	-0.02	73	Cash Over/Short	50	0.00	0	0.00	50	-534	-0.02	584
30	0.03	30	0.01	0	27	0.01	3	Equipment Rental	389	0.03	300	0.01	89	1,407	0.05	-1,018
138	0.16	425	0.14	-286	218	0.07	-80	Payroll Services	2,981	0.25	5,554	0.18	-2,573	4,114	0.14	-1,133
897	1.04	1,100	0.35	-203	1,036	0.33	-140	Bank Charges	9,257	0.76	11,000	0.36	-1,743	10,700	0.36	-1,443
-234	-0.27	0	0.00	-234	922	0.29	-1,156	Chargebacks	5,511	0.45	0	0.00	5,511	7,400	0.25	-1,889
565	0.65	1,093	0.35	-528	327	0.10	238	Workers Comp Insurance	7,208	0.59	11,994	0.39	-4,786	10,658	0.36	-3,450
7,145	8.27	14,216	4.58	-7,071	13,813	4.38	-6,668	Total Operating- A&G	102,609	8.43	153,597	5.03	-50,988	162,328	5.49	-59,719
13,349	15.46	28,177	9.07	-14,828	25,271	8.01	-11,922	Total Expenses- A&G	193,594	15.91	290,979	9.54	-97,385	291,659	9.87	-98,065

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	1,116	0.36	-1,116	1,097	0.35	-1,097	Director of Sales	6,582	0.54	10,836	0.36	-4,254	10,913	0.37	-4,331
3,868	4.48	3,829	1.23	39	3,882	1.23	-14	Sales Manager	28,343	2.33	36,902	1.21	-8,559	34,108	1.15	-5,765
425	0.49	1,067	0.34	-642	905	0.29	-479	Revenue Management	5,635	0.46	10,668	0.35	-5,033	9,392	0.32	-3,757
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.04	1,721	0.06	-1,205	0	0.00	516
287	0.33	396	0.13	-109	340	0.11	-53	Payroll Taxes	2,829	0.23	3,848	0.13	-1,019	3,586	0.12	-757
0	0.00	607	0.20	-607	567	0.18	-567	Employee Benefits	706	0.06	6,070	0.20	-5,364	5,735	0.19	-5,029
0	0.00	0	0.00	0	0	0.00	0	Vacation / PTO	3,452	0.28	0	0.00	3,452	0	0.00	3,452
0	0.00	0	0.00	0	0	0.00	0	Holiday	845	0.07	0	0.00	845	659	0.02	187
0	0.00	425	0.14	-425	0	0.00	0	Bonus/Incentive Pay	1,215	0.10	4,250	0.14	-3,035	3,306	0.11	-2,091
4,580	5.30	7,612	2.45	-3,032	6,790	2.15	-2,210	Total P/R & R/B- Sales	50,123	4.12	74,296	2.44	-24,173	67,698	2.29	-17,575
Operating Expenses- Sales																
0	0.00	50	0.02	-50	0	0.00	0	Office Supplies	21	0.00	600	0.02	-579	416	0.01	-395
0	0.00	60	0.02	-60	68	0.02	-68	Travel & Lodging	380	0.03	1,600	0.05	-1,220	1,550	0.05	-1,170
0	0.00	75	0.02	-75	41	0.01	-41	Meals & Entertainment	56	0.00	950	0.03	-894	663	0.02	-607
0	0.00	500	0.16	-500	14	0.00	-14	Promotions	345	0.03	2,950	0.10	-2,605	1,992	0.07	-1,647
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	0	0.00	500	0.02	-500	500	0.02	-500
0	0.00	25	0.01	-25	245	0.08	-245	Sales Training	532	0.04	500	0.02	32	558	0.02	-26
0	0.00	85	0.03	-85	20	0.01	-20	Dues & Subscriptions	8,876	0.73	10,215	0.33	-1,339	9,794	0.33	-917
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	144	0.05	-144	200	0.06	-200	e Commerce Costs	432	0.04	1,442	0.05	-1,010	1,785	0.06	-1,353
408	0.47	800	0.26	-392	597	0.19	-189	Brand Paid Search	2,779	0.23	7,615	0.25	-4,836	6,321	0.21	-3,542
0	0.00	697	0.22	-697	0	0.00	0	Internet Advertising	395	0.03	697	0.02	-302	4,495	0.15	-4,100
0	0.00	2,352	0.76	-2,352	2,000	0.63	-2,000	Program Costs	2,352	0.19	9,408	0.31	-7,056	8,000	0.27	-5,648
408	0.47	4,838	1.56	-4,430	3,236	1.03	-2,827	Total Operating- Sales	16,169	1.33	36,477	1.20	-20,308	36,096	1.22	-19,927
4,988	5.78	12,450	4.01	-7,462	10,026	3.18	-5,038	Total Expenses-Sales	66,292	5.45	110,773	3.63	-44,481	103,793	3.51	-37,501

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,828	2.92	3,857	1.37	-29	3,755	1.33		73 Chief Engineer	35,311	2.98	37,178	1.37	-1,867	34,180	1.30	1,131
0	0.00	0	0.00	0	3,207	1.14	-3,207	Asst Engineer	0	0.00	0	0.00	0	26,567	1.01	-26,567
0	0.00	3,385	1.20	-3,385	0	0.00		0 General Maintenance	8,964	0.76	33,304	1.22	-24,340	0	0.00	8,964
281	0.21	536	0.19	-255	531	0.19	-250	Payroll Taxes	3,629	0.31	5,216	0.19	-1,587	4,993	0.19	-1,364
519	0.40	385	0.14	134	125	0.04	394	Employee Benefits	5,314	0.45	3,850	0.14	1,464	1,189	0.05	4,126
0	0.00	0	0.00	0	0	0.00	0	Holiday	954	0.08	0	0.00	954	1,165	0.04	-211
170	0.13	0	0.00	170	0	0.00	170	Vacation /PTO	3,560	0.30	0	0.00	3,560	1,865	0.07	1,696
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	2,937	0.11	-2,937
4,798	3.66	8,163	2.90	-3,365	7,618	2.70	-2,820	Total P/R & Related Expenses- Maintenance	57,733	4.88	79,548	2.92	-21,815	72,896	2.77	-15,164
Operating Expenses- R & M																
170	0.13	225	0.08	-55	0	0.00	170	Laundry Equipment	170	0.01	2,178	0.08	-2,008	1,128	0.04	-958
194	0.15	507	0.18	-313	290	0.10	-96	Building Maintenance	3,535	0.30	4,900	0.18	-1,364	4,419	0.17	-884
162	0.12	113	0.04	49	213	0.08	-50	Light Bulbs	832	0.07	1,089	0.04	-257	1,187	0.05	-355
0	0.00	169	0.06	-169	73	0.03	-73	Electrical & Mechanical	158	0.01	1,633	0.06	-1,475	673	0.03	-515
116	0.09	507	0.18	-392	259	0.09	-144	HVAC	2,380	0.20	4,900	0.18	-2,520	4,146	0.16	-1,766
137	0.10	282	0.10	-145	571	0.20	-434	Plumbing & Boiler	1,399	0.12	2,722	0.10	-1,323	2,016	0.08	-617
340	0.26	936	0.33	-596	1,133	0.40	-793	Pool	2,488	0.21	9,360	0.34	-6,872	13,208	0.50	-10,720
500	0.38	1,885	0.67	-1,385	850	0.30	-350	Grounds & Landscaping	4,053	0.34	13,820	0.51	-9,767	15,423	0.59	-11,370
0	0.00	0	0.00	0	0	0.00	0	Signage	202	0.02	0	0.00	202	928	0.04	-726
0	0.00	50	0.02	-50	0	0.00	0	Furniture & Fixtures	441	0.04	500	0.02	-59	2,167	0.08	-1,726
21	0.02	56	0.02	-36	472	0.17	-452	Painting	135	0.01	544	0.02	-409	971	0.04	-836
0	0.00	0	0.00	0	129	0.05	-129	Carpet & Floor	855	0.07	5,350	0.20	-4,495	3,028	0.11	-2,174
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	25	0.00	-25
37	0.03	56	0.02	-19	0	0.00	37	Telephone	37	0.00	544	0.02	-507	511	0.02	-474
0	0.00	0	0.00	0	138	0.05	-138	Kitchen Equipment	0	0.00	0	0.00	0	156	0.01	-156
0	0.00	28	0.01	-28	0	0.00	0	Locks & Keys	-1,665	-0.14	272	0.01	-1,937	15	0.00	-1,680
0	0.00	28	0.01	-28	0	0.00	0	Radio & TV	316	0.03	771	0.03	-455	107	0.00	209
213	0.16	380	0.13	-167	214	0.08	-1	Exterminating	2,024	0.17	3,800	0.14	-1,777	3,807	0.14	-1,784
0	0.00	0	0.00	0	0	0.00	0	License & Permits	30	0.00	0	0.00	30	30	0.00	0
168	0.13	148	0.05	20	148	0.05	20	Storage	1,683	0.14	1,480	0.05	203	1,480	0.06	203
300	0.23	385	0.14	-85	553	0.20	-253	Fire & Safety	3,064	0.26	7,841	0.29	-4,777	10,032	0.38	-6,968
1,519	1.16	1,300	0.46	219	1,339	0.48	180	Elevator	6,036	0.51	5,575	0.20	461	7,176	0.27	-1,139
3,876	2.96	7,057	2.50	-3,181	6,381	2.26	-2,506	Total Operating - R & M	28,171	2.38	67,279	2.47	-39,108	72,634	2.76	-44,462
8,674	6.62	15,220	5.40	-6,546	13,999	4.97	-5,325	Total Expenses- R & M	85,904	7.26	146,827	5.39	-60,923	145,530	5.52	-59,626

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
4,863	3.71	5,841	2.07	-978	4,248	1.51		615 Electricity	44,499	3.76	58,120	2.14	-13,621	52,639	2.00	-8,140
730	0.56	1,247	0.44	-517	1,130	0.40		-400 Gas	8,306	0.70	13,187	0.48	-4,881	13,272	0.50	-4,966
2,910	2.22	5,444	1.93	-2,534	4,858	1.72		-1,947 Water & Sewer	28,249	2.39	45,581	1.67	-17,332	39,180	1.49	-10,931
880	0.67	933	0.33	-53	915	0.32		-35 Waste Removal	8,799	0.74	9,333	0.34	-535	9,094	0.35	-296
9,384	7.16	13,465	4.78	-4,081	11,151	3.96	-1,767	Total Expenses- Utilities	89,852	7.59	126,221	4.64	-36,369	114,184	4.33	-24,332

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Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
4,515	5.31	15,324	5.01	-10,809	15,477	5.00	-10,962	Franchise Fees/ Royalties	60,315	5.02	150,526	5.01	-90,210	145,616	5.00	-85,301
7,762	9.13	13,704	4.48	-5,942	13,805	4.46	-6,043	Advertising	62,294	5.19	134,615	4.48	-72,321	119,743	4.11	-57,449
0	0.00	0	0.00	0	0	0.00	0	Reservations	0	0.00	0	0.00	0	13,636	0.47	-13,636
236	0.28	2,790	0.91	-2,554	5,319	1.72	-5,083	Frequent Traveler	12,969	1.08	26,949	0.90	-13,980	24,218	0.83	-11,249
0	0.00	300	0.10	-300	1,082	0.35	-1,082	Brand Guest Fees	354	0.03	3,000	0.10	-2,647	1,725	0.06	-1,372
56	0.07	0	0.00	56	656	0.21	-600	Other Franchise Cost	1,063	0.09	2,003	0.07	-940	2,765	0.09	-1,702
12,569	14.78	32,117	10.50	-19,549	36,340	11.75	-23,771	Total Franchise Fees Expense	136,994	11.41	317,092	10.55	-180,097	307,703	10.56	-170,709

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Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,159	2.50	7,771	2.50	-5,612	7,890	2.50	-5,731	Management Fees	30,414	2.50	76,317	2.50	-45,903	73,878	2.50	-43,464
3,706	4.29	0	0.00	3,706	0	0.00	3,706	Management Fees- Owner	10,977	0.90	0	0.00	10,977	0	0.00	10,977
5,865	6.79	7,771	2.50	-1,906	7,890	2.50	-2,025	Total Management Fees Expense	41,391	3.40	76,317	2.50	-34,926	73,878	2.50	-32,487

Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
28,884	33.45	28,131	9.06	753	27,378	8.67	1,506	Ground Lease	276,038	22.69	274,532	9.00	1,506	267,917	9.07	8,121
13,064	15.13	12,730	4.10	334	13,064	4.14	0	FF & E Reserve	130,640	10.74	122,584	4.02	8,056	126,020	4.26	4,621
15,491	17.94	15,491	4.99	0	13,250	4.20	2,241	Real Estate Tax	154,911	12.73	154,912	5.08	0	159,235	5.39	-4,324
735	0.85	735	0.24	0	439	0.14	296	Personal Property Tax	7,348	0.60	7,348	0.24	0	7,682	0.26	-334
4,767	5.52	4,628	1.49	139	4,421	1.40	346	Insurance	46,834	3.85	46,175	1.51	659	44,265	1.50	2,569
62,941	72.89	61,714	19.87	1,227	58,552	18.55	4,389	TOTAL FIXED EXPENSES	615,771	50.61	605,550	19.85	10,221	605,119	20.48	10,652

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Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	17,218	1.42	0	0.00	17,218	2,680	0.09	14,538
62,058	71.87	0	0.00	62,058	62,058	19.66	0	Depreciation	620,580	51.01	0	0.00	620,580	620,580	21.00	0
3,091	3.58	0	0.00	3,091	3,091	0.98	0	Amortization Expense	30,910	2.54	0	0.00	30,910	30,910	1.05	0
31,043	35.95	31,043	9.99	0	31,246	9.90	-203	Interest Expense	309,973	25.48	310,432	10.18	-459	313,201	10.60	-3,228
0	0.00	3,108	1.00	-3,108	3,156	1.00	-3,156	Asset Management Fee	7,200	0.59	30,527	1.00	-23,327	29,548	1.00	-22,348
-7	-0.01	0	0.00	-7	0	0.00	-7	Non Operating Income	-42	0.00	0	0.00	-42	-617	-0.02	575
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	20,759	1.71	0	0.00	20,759	9,218	0.31	11,541
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-6,367	-0.22	6,367
3,285		0		3,285	0		3,285	Ground Lease Tax	13,141		0		13,141	0		13,141
99,470	115.19	34,151	10.99	65,319	99,551	31.54	-81	Total Other	1,019,740	83.82	340,959	11.18	678,781	999,154	33.81	20,586

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Company: 5614 Vineland-Orlando LLC dba FIS Orlando Property: Fairfield Inn & Suites Orlando (Capstone)

For Property: Fairfield Inn & Suites Orlando (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,697		2,697		0	2,697		0	Total Rooms Available	26,535		26,535		0	26,448		87
1,913		2,072		-159	2,072		-159	Total Rooms Sold	14,886		21,186		-6,300	20,951		-6,065
70.93%		76.83%		-5.90%	76.83%		-5.90%	Occupancy %	56.10%		79.84%		-23.74%	79.22%		-23.12%
103.26		123.07		-19.81	125.81		-22.54	Average Rate	118.13		126.70		-8.57	124.42		-6.30
73.25		94.55		-21.31	96.65		-23.41	REVPAR	66.27		101.16		-34.89	98.56		-32.29
REVENUES																
197,544	97.96	255,008	98.31	-57,464	260,669	97.94	-63,126	ROOMS	1,758,469	97.89	2,684,197	98.38	-925,728	2,606,825	98.28	-848,356
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
4,110	2.04	4,394	1.69	-284	5,474	2.06	-1,364	MISCELLANEOUS	37,994	2.11	44,290	1.62	-6,295	45,645	1.72	-7,651
201,654	100.00	259,402	100.00	-57,748	266,144	100.00	-64,490	TOTAL REVENUES	1,796,463	100.00	2,728,486	100.00	-932,023	2,652,470	100.00	-856,006
DEPARTMENT EXPENSES																
35,417	17.93	55,330	21.70	-19,913	51,779	19.86	-16,362	ROOMS EXPENSE	359,095	20.42	536,644	19.99	-177,548	499,321	19.15	-140,226
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
599	14.58	795	18.09	-196	418	7.63	182	MISCELLANEOUS EXPENSE	3,688	9.71	8,125	18.34	-4,436	6,865	15.04	-3,177
36,016	17.86	56,125	21.64	-20,109	52,196	19.61	-16,180	TOTAL DEPARTMENTAL EXPENSES	362,784	20.19	544,768	19.97	-181,985	506,186	19.08	-143,402
DEPARTMENTAL PROFIT																
162,127	82.07	199,678	78.30	-37,551	208,891	80.14	-46,764	ROOMS PROFIT	1,399,374	79.58	2,147,553	80.01	-748,179	2,107,504	80.85	-708,130
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
3,511	85.42	3,599	81.91	-88	5,057	92.37	-1,546	MISCELLANEOUS PROFIT	34,306	90.29	36,165	81.66	-1,859	38,780	84.96	-4,474
165,638	82.14	203,277	78.36	-37,639	213,947	80.39	-48,309	TOTAL DEPARTMENTAL PROFIT	1,433,679	79.81	2,183,718	80.03	-750,038	2,146,284	80.92	-712,604
12,334	6.12	22,792	8.79	-10,458	20,703	7.78	-8,369	A & G EXPENSE	197,562	11.00	240,646	8.82	-43,085	234,288	8.83	-36,726
1,807	0.90	2,035	0.78	-228	2,055	0.77	-248	TELECOM	18,003	1.00	18,790	0.69	-787	17,702	0.67	300
3,403	1.69	7,872	3.03	-4,470	6,929	2.60	-3,527	SALES & MARKETING EXPENSES	37,715	2.10	81,986	3.00	-44,271	73,411	2.77	-35,696
25,482	12.64	32,783	12.64	-7,300	35,140	13.20	-9,658	FRANCHISE FEES	231,355	12.88	343,132	12.58	-111,777	345,896	13.04	-114,541
12,809	6.35	11,976	4.62	834	11,742	4.41	1,067	MAINTENANCE EXPENSES	88,078	4.90	104,560	3.83	-16,482	97,459	3.67	-9,381
8,520	4.22	10,459	4.03	-1,939	10,279	3.86	-1,760	UTILITIES EXPENSE	78,954	4.39	100,712	3.69	-21,758	100,836	3.80	-21,883
64,354	31.91	87,916	33.89	-23,562	86,849	32.63	-22,495	TOTAL ADMIN EXPENSES	651,666	36.27	889,826	32.61	-238,160	869,593	32.78	-217,927
101,284	50.23	115,361	44.47	-14,077	127,098	47.76	-25,815	HOUSE PROFIT	782,013	43.53	1,293,892	47.42	-511,879	1,276,690	48.13	-494,677
FIXED EXPENSES																
8,747	4.34	6,487	2.50	2,260	6,654	2.50	2,093	MANAGEMENT FEES	55,888	3.11	68,228	2.50	-12,341	66,321	2.50	-10,434
49,144	24.37	47,757	18.41	1,387	44,667	16.78	4,477	FIXED EXPENSES	478,520	26.64	476,555	17.47	1,965	499,532	18.83	-21,012

43,392	21.52	61,117	23.56	-17,725	75,777	28.47	-32,385	NET OPERATING INCOME	247,606	13.78	749,109	27.46	-501,503	710,838	26.80	-463,231
105,928	52.53	42,126	16.24	63,802	100,345	37.70	5,583	Other	1,023,165	56.95	422,607	15.49	600,557	1,068,950	40.30	-45,785
-62,536	-31.01	18,991	7.32	-81,527	-24,568	-9.23	-37,968	N.I. after Other	-775,558	-43.17	326,501	11.97	-1,102,060	-358,112	-13.50	-417,446
-4,642		18,991		-23,633	33,326		-37,968	Cash before Depreciation/Amortization	-196,618		326,501		-523,120	278,722		-475,340

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
37,755	19.11	68,624	26.91	-30,869	71,683	27.50	-33,927	Rack/ Premium	470,282	26.74	689,669	25.69	-219,386	658,450	25.26	-188,168
1,781	0.90	13,364	5.24	-11,583	13,177	5.05	-11,395	Corporate	36,253	2.06	117,447	4.38	-81,194	90,335	3.47	-54,081
40,294	20.40	58,803	23.06	-18,510	58,381	22.40	-18,087	Discounts - Other	551,695	31.37	715,127	26.64	-163,432	581,712	22.31	-30,017
6,581	3.33	10,878	4.27	-4,297	13,056	5.01	-6,476	Government	66,668	3.79	110,217	4.11	-43,549	93,837	3.60	-27,169
49,558	25.09	67,369	26.42	-17,811	68,355	26.22	-18,797	Locally Negotiated Rate	443,340	25.21	501,115	18.67	-57,775	523,636	20.09	-80,295
0	0.00	0	0.00	0	-1,076	-0.41	1,076	Allowances	-6,993	-0.40	0	0.00	-6,993	-13,231	-0.51	6,237
135,969	68.83	219,038	85.89	-83,070	223,576	85.77	-87,607	Total Transient Revenue	1,561,245	88.78	2,133,574	79.49	-572,329	1,934,739	74.22	-373,494
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
61,575	31.17	35,970	14.11	25,605	36,144	13.87	25,431	Group- Corporate	191,558	10.89	550,623	20.51	-359,065	663,614	25.46	-472,056
61,575	31.17	35,970	14.11	25,605	36,144	13.87	25,431	Total Group Revenue	191,558	10.89	550,623	20.51	-359,065	663,614	25.46	-472,056
0	0.00	0	0.00	0	950	0.36	-950	Guaranteed No-Show	5,666	0.32	0	0.00	5,666	8,473	0.33	-2,807
197,544	100.00	255,008	100.00	-57,464	260,669	100.00	-63,126	Total Rooms Revenue	1,758,469	100.00	2,684,197	100.00	-925,728	2,606,825	100.00	-848,356
ROOM STATISTICS																
281	15	477	23	-196	478	23	-197	Rack/ Premium Rooms	3,269	22	4,369	21	-1,100	4,235	20	-966
15	1	104	5	-89	102	5	-87	Corporate Rooms	296	2	920	4	-624	716	3	-420
373	19	456	22	-83	450	22	-77	Discounts - Other Rooms	5,041	34	5,747	27	-706	4,703	22	338
63	3	104	5	-41	112	5	-49	Government Rooms	640	4	1,015	5	-375	850	4	-210
514	27	642	31	-128	649	31	-135	Locally Negotiated Corporate Rooms	4,032	27	4,446	21	-414	4,655	22	-623
1,246	65	1,782	86	-536	1,791	86	-545	Total Transient Stats	13,278	89	16,497	78	-3,219	15,159	72	-1,881
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
667	35	290	14	377	281	14	386	Group- Corporate Rooms	1,608	11	4,689	22	-3,081	5,792	28	-4,184
667	35	290	14	377	281	14	386	Total Group Stats	1,608	11	4,689	22	-3,081	5,792	28	-4,184
1,913	100	2,072	100	-159	2,072	100	-159	TOTAL ROOM STATISTICS	14,886	100	21,186	100	-6,300	20,951	100	-6,065
Other Room Stats																
0	0	0	0	0	0	0	0	House Use Rooms	5	0	0	0	5	0	0	5
1,572	82	0	0	1,572	1,519	73	53	Single Occupancy	10,153	68	0	0	10,153	15,200	73	-5,047
341	18	0	0	341	553	27	-212	Multiple Occupancy	4,719	32	0	0	4,719	5,750	27	-1,031
0	0	0	0	0	0	0	0	GNS Stats	-1	0	0	0	-1	-3	0	2
147	8	0	0	147	35	2	112	Out of Order Rooms	628	4	0	0	628	128	1	500
3,579	187	0	0	3,579	4,284	207	-705	# of Guests	31,697	213	0	0	31,697	42,873	205	-11,176

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ADR																
134.36		144.00		-9.64	149.96		-15.60	Rack/Premium ADR	143.86		157.84		-13.98	155.48		-11.62
118.76		129.00		-10.24	129.18		-10.43	Corporate ADR	122.48		127.73		-5.25	126.17		-3.69
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
108.03		129.00		-20.97	129.74		-21.71	Discount ADR	109.44		124.44		-15.00	123.69		-14.25
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
104.46		105.00		-0.54	116.58		-12.12	Government ADR	104.17		108.59		-4.42	110.40		-6.23
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
96.42		104.88		-8.47	105.32		-8.91	Local Negotiated ADR	109.96		112.71		-2.76	112.49		-2.53
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
109.12		122.92		-13.80	124.83		-15.71	Total Transient ADR	117.58		129.33		-11.75	127.63		-10.05
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
92.32		124.00		-31.68	128.63		-36.31	Group - Corporate ADR	119.13		117.42		1.71	114.57		4.55
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
92.32		124.00		-31.68	128.63		-36.31	Total Group ADR	119.13		117.42		1.71	114.57		4.55

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Payroll & Related Expense																
3,244	1.70	3,021	1.46	223	2,735	1.32	509	FOM/Guest Service Mgr	26,148	1.76	29,721	1.40	-3,573	24,416	1.17	1,733
3,645	1.91	4,558	2.20	-913	3,978	1.92	-332	FD/ Guest Service Reps	27,189	1.83	46,607	2.20	-19,418	41,781	1.99	-14,592
2,883	1.51	3,021	1.46	-138	3,026	1.46	-144	Executive Housekeeper	26,569	1.78	29,721	1.40	-3,152	23,436	1.12	3,133
0	0.00	803	0.39	-803	549	0.27	-549	Asst Exec Housekeeper/ Inspectress	2,018	0.14	8,212	0.39	-6,194	7,940	0.38	-5,922
5,790	3.03	8,006	3.86	-2,216	7,754	3.74	-1,964	Housekeepers	43,418	2.92	81,863	3.86	-38,445	77,278	3.69	-33,861
0	0.00	1,715	0.83	-1,715	947	0.46	-947	Housemen	1,830	0.12	17,531	0.83	-15,701	10,437	0.50	-8,607
2,252	1.18	2,300	1.11	-48	2,674	1.29	-422	Laundry	15,164	1.02	23,513	1.11	-8,349	22,960	1.10	-7,795
0	0.00	2,790	1.35	-2,790	2,343	1.13	-2,343	Comp Breakfast Hostess	5,779	0.39	27,450	1.30	-21,671	22,695	1.08	-16,916
3,436	1.80	2,652	1.28	784	3,259	1.57	177	Night Audit	26,186	1.76	28,355	1.34	-2,169	29,664	1.42	-3,478
1,569	0.82	2,132	1.03	-563	2,055	0.99	-486	Payroll Taxes	15,249	1.02	22,188	1.05	-6,939	22,012	1.05	-6,762
2,203	1.15	2,060	0.99	143	2,254	1.09	-50	Employee Benefits	20,344	1.37	20,600	0.97	-256	20,260	0.97	84
982	0.51	750	0.36	232	428	0.21	554	Vacation /PTO	32,604	2.19	7,500	0.35	25,104	11,601	0.55	21,003
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,978	0.27	4,400	0.21	-422	4,702	0.22	-724
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,975	0.20	3,300	0.16	-325	3,039	0.15	-64
26,004	13.59	33,808	16.32	-7,804	32,001	15.44	-5,997	Total P/R & R/Benefits- Rooms	249,451	16.76	350,961	16.57	-101,510	322,220	15.38	-72,769
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	145	0.07	-145	109	0.05	-109	Newspapers	505	0.03	1,483	0.07	-978	1,398	0.07	-893
1,922	1.00	7,874	3.80	-5,952	8,521	4.11	-6,599	Comp Breakfast	31,767	2.13	80,507	3.80	-48,740	78,074	3.73	-46,308
0	0.00	300	0.14	-300	78	0.04	-78	Comp Breakfast- Equipment	0	0.00	1,200	0.06	-1,200	1,195	0.06	-1,195
0	0.00	0	0.00	0	103	0.05	-103	Laundry Supplies	443	0.03	0	0.00	443	874	0.04	-431
829	0.43	1,140	0.55	-311	1,141	0.55	-312	Linen Supplies	5,230	0.35	11,652	0.55	-6,423	9,848	0.47	-4,618
1,564	0.82	1,400	0.68	164	1,465	0.71	99	Cable TV	15,379	1.03	14,000	0.66	1,379	13,485	0.64	1,894
308	0.16	310	0.15	-2	308	0.15	0	HSIA Support	2,983	0.20	3,100	0.15	-117	3,380	0.16	-397
0	0.00	3,500	1.69	-3,500	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.18	-3,750	12	0.00	-12
844	0.44	550	0.27	294	632	0.30	212	Reservations Expense	7,558	0.51	5,500	0.26	2,058	6,930	0.33	628
1,229	0.64	2,424	1.17	-1,195	2,707	1.31	-1,478	Guest Room Supplies	15,171	1.02	24,788	1.17	-9,617	24,624	1.18	-9,453
88	0.05	290	0.14	-202	288	0.14	-200	Cleaning Supplies	1,903	0.13	2,966	0.14	-1,064	2,361	0.11	-458
475	0.25	343	0.17	132	392	0.19	83	Ecolab Core Supplies	4,274	0.29	3,593	0.17	681	3,274	0.16	1,001
1,962	1.03	3,046	1.47	-1,084	3,831	1.85	-1,869	Travel Agents Commission	22,848	1.53	31,143	1.47	-8,295	30,039	1.43	-7,190
0	0.00	200	0.10	-200	201	0.10	-201	Uniforms	0	0.00	2,000	0.09	-2,000	1,608	0.08	-1,608
191	0.10	0	0.00	191	0	0.00	191	COVID 19 Supplies	1,585	0.11	0	0.00	1,585	0	0.00	1,585
9,413	4.92	21,521	10.39	-12,109	19,777	9.54	-10,365	Total Operating - Rooms	109,644	7.37	185,682	8.76	-76,038	177,101	8.45	-67,457
35,417	18.51	55,330	26.70	-19,913	51,779	24.99	-16,362	Total Expenses- Rooms	359,095	24.12	536,644	25.33	-177,548	499,321	23.83	-140,226
162,127	84.75	199,678	96.37	-37,551	208,891	100.82	-46,764	Net Income- Rooms	1,399,374	94.01	2,147,553	101.37	-748,179	2,107,504	100.59	-708,130

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	30	0.00	-30	32	0.00	-32	Long Distance	194	0.00	300	0.00	-106	376	0.00	-182
45	0.00	35	0.00	10	10	0.00	35	Internet Access Fees	510	0.00	350	0.00	160	351	0.00	158
45	0.00	65	0.00	-20	42	0.00	3	Total Phone Revenues	704	0.00	650	0.00	54	727	0.00	-23
COS- Communication																
639	0.32	610	0.24	29	621	0.23	18	COS-Local	6,261	0.35	6,100	0.22	161	5,941	0.22	320
12	0.00	30	100.00	-18	19	59.66	-7	COS-Long Distance	128	65.80	300	100.00	-172	212	56.33	-84
1,100	2,469.14	1,100	3,142.86	0	1,100	11,111.11	0	COS-HSIA ISP	11,100	2,177.11	11,000	3,142.86	100	10,911	3,104.60	189
1,751	0.00	1,740	0.00	11	1,740	0.00	11	Total COS- Comm	17,489	0.00	17,400	0.00	89	17,064	0.00	425
-1,707	0.00	-1,675	0.00	-32	-1,698	0.00	-8	Gross Margin- Comm	-16,785	0.00	-16,750	0.00	-35	-16,337	0.00	-448
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	950	0.00	1,000	0.00	-50	400	0.00	550
0	0.00	260	0.00	-260	257	0.00	-257	Equipment Maintenance	268	0.00	1,040	0.00	-773	966	0.00	-698
100	0.00	360	0.00	-260	357	0.00	-257	Total Operating - Comm	1,218	0.00	2,040	0.00	-823	1,366	0.00	-148
1,807	0.00	2,035	0.00	-228	2,055	0.00	-248	N.I.- Comm Dept	18,003	0.00	18,790	0.00	-787	17,702	0.00	300

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.91	-20	0	0.00	0	Laundry/Valet	176	0.72	200	0.90	-24	407	1.94	-231
0	0.00	0	0.00	0	1,326	87.01	-1,326	Gift Shop Sales	0	0.00	0	0.00	0	15,181	72.56	-15,181
309	13.02	260	11.85	49	138	9.05	171	Vending	1,689	6.95	2,600	11.66	-911	2,588	12.37	-899
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	500	2.06	0	0.00	500	500	2.39	0
750	31.64	0	0.00	750	0	0.00	750	Miscellaneous	1,115	4.59	0	0.00	1,115	300	1.43	814
0	0.00	300	13.67	-300	0	0.00	0	Late Cancellation Income	7,389	30.42	3,000	13.46	4,389	1,405	6.71	5,984
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	250	1.03	0	0.00	250	0	0.00	250
0	0.00	60	2.73	-60	60	3.94	-60	Tax Discounts Earned	330	1.36	600	2.69	-270	540	2.58	-210
1,312	55.34	1,554	70.83	-242	0	0.00	1,312	Market Sales	12,845	52.88	15,890	71.29	-3,044	0	0.00	12,845
2,370	100.00	2,194	100.00	176	1,524	100.00	846	Total Miscellaneous Revenues	24,294	100.00	22,290	100.00	2,004	20,920	100.00	3,374
COSales- Miscellaneous																
0	0.00	18	90.00	-18	0	0.00	0	COS-Laundry/Valet	0	0.00	180	90.00	-180	297	72.92	-297
0	0.00	0	0.00	0	418	31.48	-418	COS-Gift Shop	0	0.00	0	0.00	0	6,559	43.20	-6,559
599	45.69	777	50.00	-178	0	0.00	599	COS- Market	3,688	28.71	7,945	50.00	-4,256	0	0.00	3,688
599	25.28	795	36.24	-196	418	27.39	182	Total COS- Miscellaneous	3,688	15.18	8,125	36.45	-4,436	6,855	32.77	-3,167
1,740	100.00	2,200	100.00	-460	3,950	100.00	-2,210	Banquet Room Rental	13,700	100.00	22,000	100.00	-8,300	24,368	98.56	-10,667
0	0.00	0	0.00	0	0	0.00	0	Banquet Room F & B	0	0.00	0	0.00	0	109	0.44	-109
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	0	0.00	0	0.00	0	248	1.00	-248
1,740	100.00	2,200	100.00	-460	3,950	100.00	-2,210	Total Meeting Room Revenues	13,700	100.00	22,000	100.00	-8,300	24,725	100.00	-11,024
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room F & B	0	0.00	0	0.00	0	10	0.04	-10
3,511	148.14	3,599	164.04	-88	5,057	331.74	-1,546	Total Miscellaneous Profit	34,306	141.21	36,165	162.25	-1,859	38,780	185.37	-4,474

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,814	2.88	5,704	2.20	110	5,000	1.88		814 General Manager	51,727	2.88	56,120	2.06	-4,393	50,239	1.89	1,488
423	0.21	463	0.18	-41	406	0.15		17 Payroll Taxes	4,350	0.24	4,564	0.17	-214	4,338	0.16	11
866	0.43	862	0.33	4	887	0.33		-21 Employee Benefits	8,405	0.47	8,620	0.32	-215	9,244	0.35	-840
269	0.13	0	0.00	269	517	0.19		-248 Vacation /PTO	12,454	0.69	0	0.00	12,454	4,649	0.18	7,805
0	0.00	0	0.00	0	0	0.00		0 Holiday	1,289	0.07	0	0.00	1,289	1,033	0.04	256
0	0.00	640	0.25	-640	0	0.00		0 Bonus/Incentive Pay	4,610	0.26	6,400	0.23	-1,790	4,105	0.15	505
0	0.00	0	0.00	0	0	0.00		0 Contract Labor	0	0.00	0	0.00	0	214	0.01	-214
7,372	3.66	7,669	2.96	-298	6,810	2.56		562 Total P/R & R/B- A&G	82,835	4.61	75,704	2.77	7,131	73,824	2.78	9,011
Operating Expenses- A&G																
40	0.02	650	0.25	-610	350	0.13		-310 Employee Relations	456	0.03	4,400	0.16	-3,944	4,361	0.16	-3,905
2,000	0.99	2,000	0.77	0	2,000	0.75		0 Accounting Fees	20,000	1.11	20,000	0.73	0	19,460	0.73	540
1,364	0.68	1,310	0.51	54	1,245	0.47		119 Data Processing	15,295	0.85	15,493	0.57	-198	15,670	0.59	-375
245	0.12	186	0.07	59	96	0.04		149 Office Supplies	487	0.03	1,907	0.07	-1,419	2,043	0.08	-1,556
55	0.03	55	0.02	0	55	0.02		0 Muzak	524	0.03	546	0.02	-22	564	0.02	-40
0	0.00	150	0.06	-150	0	0.00		0 Travel & Lodging	342	0.02	4,500	0.16	-4,158	3,818	0.14	-3,476
0	0.00	0	0.00	0	0	0.00		0 Meals and Entertainment	0	0.00	0	0.00	0	242	0.01	-242
0	0.00	75	0.03	-75	75	0.03		-75 Telephone	212	0.01	750	0.03	-538	750	0.03	-538
0	0.00	0	0.00	0	0	0.00		0 Licenses and Permits	2,758	0.15	2,288	0.08	470	2,205	0.08	553
0	0.00	100	0.04	-100	59	0.02		-59 Postage	372	0.02	1,000	0.04	-628	1,052	0.04	-680
0	0.00	0	0.00	0	0	0.00		0 Recruitment	1,372	0.08	750	0.03	622	955	0.04	417
123	0.06	80	0.03	43	114	0.04		9 Employment Screening/ Drug Testing	840	0.05	800	0.03	40	1,176	0.04	-336
0	0.00	0	0.00	0	102	0.04		-102 Training	470	0.03	1,750	0.06	-1,280	228	0.01	242
0	0.00	0	0.00	0	0	0.00		0 Loss & Damage	37	0.00	0	0.00	37	51	0.00	-14
120	0.06	165	0.06	-45	150	0.06		-30 Dues/Subscriptions	1,247	0.07	1,760	0.06	-513	3,282	0.12	-2,035
-1,505	-0.75	7,135	2.75	-8,640	6,942	2.61		-8,447 Credit Card Commissions	44,606	2.48	75,051	2.75	-30,446	73,058	2.75	-28,453
0	0.00	0	0.00	0	0	0.00		0 Cash Over/Short	-47	0.00	0	0.00	-47	-486	-0.02	440
126	0.06	130	0.05	-4	132	0.05		-5 Equipment Rental	1,304	0.07	1,300	0.05	4	1,310	0.05	-6
263	0.13	539	0.21	-276	351	0.13		-88 Payroll Services	3,899	0.22	5,984	0.22	-2,085	5,456	0.21	-1,557
902	0.45	1,300	0.50	-398	1,202	0.45		-300 Bank Charges	10,875	0.61	13,000	0.48	-2,125	12,310	0.46	-1,435
273	0.14	0	0.00	273	-142	-0.05		415 Chargebacks	359	0.02	0	0.00	359	-142	-0.01	501
955	0.47	1,247	0.48	-292	1,163	0.44		-208 Workers Comp Insurance	9,317	0.52	13,664	0.50	-4,347	13,099	0.49	-3,782
4,962	2.46	15,122	5.83	-10,160	13,893	5.22		-8,931 Total Operating- A&G	114,726	6.39	164,942	6.05	-50,216	160,464	6.05	-45,737
12,334	6.12	22,792	8.79	-10,458	20,703	7.78		-8,369 Total Expenses- A&G	197,562	11.00	240,646	8.82	-43,085	234,288	8.83	-36,726

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SALES DEPARTMENT																
SALES																
P/R & R/B																
2,540	1.26	3,439	1.33	-899	2,647	0.99	-107	Director of Sales	11,687	0.65	33,344	1.22	-21,657	28,216	1.06	-16,529
0	0.00	0	0.00	0	30	0.01	-30	Sales Manager	0	0.00	0	0.00	0	90	0.00	-90
358	0.18	889	0.34	-531	804	0.30	-446	Revenue Management	4,744	0.26	8,885	0.33	-4,141	8,352	0.31	-3,608
0	0.00	172	0.07	-172	0	0.00	0	E Commerce Management	516	0.03	1,721	0.06	-1,205	0	0.00	516
278	0.14	283	0.11	-6	245	0.09	33	Payroll Taxes	1,364	0.08	2,770	0.10	-1,406	2,484	0.09	-1,121
0	0.00	872	0.34	-872	826	0.31	-826	Employee Benefits	3,579	0.20	8,720	0.32	-5,141	8,310	0.31	-4,731
564	0.28	0	0.00	564	403	0.15	161	Vacation / PTO	2,955	0.16	0	0.00	2,955	2,544	0.10	411
0	0.00	0	0.00	0	0	0.00	0	Holiday	202	0.01	0	0.00	202	787	0.03	-586
0	0.00	300	0.12	-300	0	0.00	0	Bonus/Incentive Pay	1,178	0.07	3,000	0.11	-1,822	2,011	0.08	-832
3,740	1.85	5,955	2.30	-2,215	4,955	1.86	-1,215	Total P/R & R/B- Sales	26,224	1.46	58,440	2.14	-32,216	52,794	1.99	-26,569
Operating Expenses- Sales																
0	0.00	40	0.02	-40	21	0.01	-21	Printing & Stationary	83	0.00	400	0.01	-317	360	0.01	-278
0	0.00	25	0.01	-25	110	0.04	-110	Office Supplies	24	0.00	250	0.01	-226	261	0.01	-237
0	0.00	50	0.02	-50	38	0.01	-38	Travel & Lodging	58	0.00	1,500	0.05	-1,442	1,675	0.06	-1,617
0	0.00	50	0.02	-50	65	0.02	-65	Meals & Entertainment	41	0.00	500	0.02	-459	373	0.01	-333
0	0.00	300	0.12	-300	302	0.11	-302	Promotions	636	0.04	3,300	0.12	-2,664	3,426	0.13	-2,790
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.01	500	0.02	-400	500	0.02	-400
0	0.00	0	0.00	0	11	0.00	-11	Postage	0	0.00	0	0.00	0	11	0.00	-11
0	0.00	125	0.05	-125	175	0.07	-175	Sales Training	37	0.00	250	0.01	-213	477	0.02	-440
0	0.00	0	0.00	0	0	0.00	0	Dues & Subscriptions	4,256	0.24	3,104	0.11	1,152	2,906	0.11	1,350
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	200	0.08	-200	200	0.08	-200	e Commerce Costs	0	0.00	2,000	0.07	-2,000	2,185	0.08	-2,185
463	0.23	1,077	0.42	-615	1,003	0.38	-540	Brand Paid Search	7,056	0.39	11,017	0.40	-3,960	8,423	0.32	-1,366
-800	-0.40	0	0.00	-800	0	0.00	-800	Program Costs	-800	-0.04	725	0.03	-1,525	0	0.00	-800
-337	-0.17	1,917	0.74	-2,255	1,974	0.74	-2,312	Total Operating- Sales	11,491	0.64	23,546	0.86	-12,055	20,618	0.78	-9,127
3,403	1.69	7,872	3.03	-4,470	6,929	2.60	-3,527	Total Expenses-Sales	37,715	2.10	81,986	3.00	-44,271	73,411	2.77	-35,696

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,025	1.58	3,611	1.74	-586	3,621	1.75	-596	Chief Engineer	33,094	2.22	35,526	1.68	-2,432	33,900	1.62	-805
0	0.00	1,464	0.71	-1,464	1,602	0.77	-1,602	General Maintenance	3,443	0.23	14,971	0.71	-11,528	12,138	0.58	-8,695
251	0.13	365	0.18	-115	363	0.18	-112	Payroll Taxes	2,816	0.19	3,636	0.17	-820	3,433	0.16	-617
928	0.49	939	0.45	-11	888	0.43	40	Employee Benefits	9,334	0.63	9,390	0.44	-56	8,932	0.43	402
0	0.00	0	0.00	0	0	0.00	0	Holiday	948	0.06	0	0.00	948	942	0.04	6
510	0.27	0	0.00	510	0	0.00	510	Vacation /PTO	8,265	0.56	0	0.00	8,265	981	0.05	7,284
4,714	2.46	6,379	3.08	-1,666	6,474	3.12	-1,760	Total P/R & Related Expenses- Maintenance	57,901	3.89	63,523	3.00	-5,622	60,326	2.88	-2,425
Operating Expenses- R & M																
0	0.00	104	0.05	-104	0	0.00	0	Laundry Equipment	242	0.02	1,059	0.05	-817	0	0.00	242
5,370	2.81	207	0.10	5,163	235	0.11	5,136	Building Maintenance	8,952	0.60	2,119	0.10	6,833	1,767	0.08	7,185
19	0.01	104	0.05	-85	646	0.31	-627	Light Bulbs	978	0.07	1,059	0.05	-81	1,940	0.09	-962
0	0.00	104	0.05	-104	15	0.01	-15	Electrical & Mechanical	325	0.02	1,059	0.05	-735	843	0.04	-519
2,673	1.40	642	0.31	2,031	66	0.03	2,606	HVAC	5,027	0.34	6,568	0.31	-1,541	5,609	0.27	-582
0	0.00	104	0.05	-104	1,288	0.62	-1,288	Plumbing & Boiler	695	0.05	1,059	0.05	-365	1,920	0.09	-1,225
0	0.00	186	0.09	-186	95	0.05	-95	Pool	934	0.06	1,907	0.09	-973	1,840	0.09	-907
0	0.00	2,900	1.40	-2,900	2,540	1.23	-2,540	Grounds & Landscaping	4,004	0.27	10,010	0.47	-6,006	9,666	0.46	-5,662
0	0.00	62	0.03	-62	0	0.00	0	Signage	0	0.00	636	0.03	-636	489	0.02	-489
-150	-0.08	166	0.08	-316	112	0.05	-262	Furniture & Fixtures	490	0.03	1,695	0.08	-1,205	1,151	0.05	-661
0	0.00	62	0.03	-62	64	0.03	-64	Painting	70	0.00	636	0.03	-565	284	0.01	-214
6	0.00	360	0.17	-354	0	0.00	6	Carpet & Floor	269	0.02	1,440	0.07	-1,171	707	0.03	-437
0	0.00	0	0.00	0	0	0.00	0	Training	300	0.02	0	0.00	300	28	0.00	272
0	0.00	35	0.02	-35	30	0.01	-30	Telephone	60	0.00	350	0.02	-290	300	0.01	-240
0	0.00	62	0.03	-62	0	0.00	0	Kitchen Equipment	38	0.00	636	0.03	-598	427	0.02	-389
0	0.00	21	0.01	-21	0	0.00	0	Locks & Keys	0	0.00	212	0.01	-212	9	0.00	-9
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	0	0.00	500	0.02	-500	0	0.00	0
178	0.09	178	0.09	0	178	0.09	0	Exterminating	2,312	0.16	1,780	0.08	532	2,204	0.11	107
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	0	0.00	900	0.04	-900	890	0.04	-890
0	0.00	300	0.14	-300	0	0.00	0	Fire & Safety	2,156	0.14	4,090	0.19	-1,934	3,842	0.18	-1,686
0	0.00	0	0.00	0	0	0.00	0	Elevator	3,327	0.22	3,324	0.16	3	3,217	0.15	110
8,096	4.23	5,596	2.70	2,499	5,268	2.54	2,827	Total Operating - R & M	30,177	2.03	41,038	1.94	-10,860	37,133	1.77	-6,956
12,809	6.70	11,976	5.78	834	11,742	5.67	1,067	Total Expenses- R & M	88,078	5.92	104,560	4.94	-16,482	97,459	4.65	-9,381

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,889	3.60	7,471	3.61	-582	7,406	3.57	-517	Electricity	58,639	3.94	72,008	3.40	-13,369	72,986	3.48	-14,346
1,070	0.56	1,549	0.75	-479	1,393	0.67	-323	Gas	9,174	0.62	13,607	0.64	-4,433	13,087	0.62	-3,913
664	0.35	1,115	0.54	-451	1,157	0.56	-492	Water & Sewer	8,826	0.59	11,858	0.56	-3,032	11,547	0.55	-2,721
-103	-0.05	324	0.16	-427	324	0.16	-427	Waste Removal	2,314	0.16	3,239	0.15	-924	3,217	0.15	-902
8,520	4.45	10,459	5.05	-1,939	10,279	4.96	-1,760	Total Expenses- Utilities	78,954	5.30	100,712	4.75	-21,758	100,836	4.81	-21,883

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Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
11,980	6.06	15,318	6.01	-3,339	15,640	6.00	-3,660	Franchise Fees/ Royalties	105,719	6.01	161,232	6.01	-55,513	156,461	6.00	-50,742
7,987	4.04	10,212	4.00	-2,226	10,427	4.00	-2,440	Advertising	70,479	4.01	107,488	4.00	-37,009	104,387	4.00	-33,908
5,516	2.79	7,252	2.84	-1,736	9,073	3.48	-3,557	Frequent Traveler	55,157	3.14	74,151	2.76	-18,994	84,304	3.23	-29,147
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	0	0.00	0	0.00	0	483	0.02	-483
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	0	0.00	261	0.01	-261	261	0.01	-261
25,482	12.90	32,783	12.86	-7,300	35,140	13.48	-9,658	Total Franchise Fees Expense	231,355	13.16	343,132	12.78	-111,777	345,896	13.27	-114,541

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Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
5,041	2.50	6,487	2.50	-1,446	6,654	2.50	-1,613	Management Fees	44,911	2.50	68,228	2.50	-23,317	66,321	2.50	-21,410
3,706	1.84	0	0.00	3,706	0	0.00	3,706	Management Fees- Owner	10,977	0.61	0	0.00	10,977	0	0.00	10,977
8,747	4.34	6,487	2.50	2,260	6,654	2.50	2,093	Total Management Fees Expense	55,888	3.11	68,228	2.50	-12,341	66,321	2.50	-10,434

Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
26,899	13.34	26,198	10.10	701	25,497	9.58	1,402	Ground Lease	257,073	14.31	255,671	9.37	1,402	249,510	9.41	7,563
10,864	5.39	10,379	4.00	486	10,864	4.08		0 FF & E Reserve	108,643	6.05	109,165	4.00	-522	138,405	5.22	-29,761
6,842	3.39	6,843	2.64	0	4,562	1.71	2,280	Real Estate Tax	68,425	3.81	68,425	2.51	0	69,086	2.60	-661
579	0.29	579	0.22	0	154	0.06		425 Personal Property Tax	6,017	0.33	5,789	0.21	228	6,570	0.25	-554
3,959	1.96	3,759	1.45	200	3,590	1.35		369 Insurance	38,362	2.14	37,505	1.37	857	35,961	1.36	2,401
49,144	24.37	47,757	18.41	1,387	44,667	16.78	4,477	TOTAL FIXED EXPENSES	478,520	26.64	476,555	17.47	1,965	499,532	18.83	-21,012

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Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	21,838	1.22	0	0.00	21,838	2,680	0.10	19,158
54,183	26.87	0	0.00	54,183	54,183	20.36	0	Depreciation	541,830	30.16	0	0.00	541,830	596,013	22.47	-54,183
3,711	1.84	0	0.00	3,711	3,711	1.39	0	Amortization Expense	37,110	2.07	0	0.00	37,110	40,821	1.54	-3,711
39,532	19.60	39,532	15.24	0	39,790	14.95	-258	Interest Expense	394,736	21.97	395,316	14.49	-580	398,687	15.03	-3,950
0	0.00	2,595	1.00	-2,595	2,661	1.00	-2,661	Asset Management Fee	6,456	0.36	27,291	1.00	-20,835	26,523	1.00	-20,067
5,188	2.57	0	0.00	5,188	0	0.00	5,188	Extraordinary Expenses	7,935	0.44	0	0.00	7,935	10,974	0.41	-3,038
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-6,747	-0.25	6,747
3,315		0		3,315	0		3,315	Ground Lease Tax	13,258		0		13,258	0		13,258
105,928	52.53	42,126	16.24	63,802	100,345	37.70	5,583	Total Other	1,023,165	56.95	422,607	15.49	600,557	1,068,950	40.30	-45,785

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Company: 2200 East Highway 50-Clermont dba HI Clermont Property: Hampton Inn Clermont (Capstone)

For Property: Hampton Inn Clermont (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,914		2,914		0	2,914		0	Total Rooms Available	28,670		28,670		0	28,576		94
1,215		2,253		-1,038	2,253		-1,038	Total Rooms Sold	11,921		21,189		-9,268	21,439		-9,518
41.70%		77.32%		-35.62%	77.32%		-35.62%	Occupancy %	41.58%		73.91%		-32.33%	75.02%		-33.44%
95.29		99.11		-3.82	99.11		-3.82	Average Rate	138.54		129.94		8.59	128.46		10.07
39.73		76.63		-36.90	76.63		-36.90	REVPAR	57.60		96.04		-38.43	96.38		-38.78
REVENUES																
115,772	97.97	223,289	97.66	-107,517	223,290	98.21	-107,518	ROOMS	1,651,476	98.74	2,753,380	98.22	-1,101,903	2,754,159	97.98	-1,102,683
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
2,400	2.03	5,346	2.34	-2,946	4,080	1.79	-1,680	MISCELLANEOUS	21,132	1.26	49,896	1.78	-28,764	56,834	2.02	-35,702
118,172	100.00	228,635	100.00	-110,463	227,370	100.00	-109,198	TOTAL REVENUES	1,672,608	100.00	2,803,276	100.00	-1,130,667	2,810,993	100.00	-1,138,385
DEPARTMENT EXPENSES																
27,635	23.87	68,230	30.56	-40,595	61,872	27.71	-34,237	ROOMS EXPENSE	328,003	19.86	640,574	23.27	-312,570	638,822	23.19	-310,818
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
517	21.55	1,111	20.79	-594	703	17.23	-186	MISCELLANEOUS EXPENSE	4,455	21.08	10,497	21.04	-6,042	10,353	18.22	-5,897
28,152	23.82	69,341	30.33	-41,189	62,575	27.52	-34,423	TOTAL DEPARTMENTAL EXPENSES	332,459	19.88	651,071	23.23	-318,612	649,175	23.09	-316,716
DEPARTMENTAL PROFIT																
88,137	76.13	155,059	69.44	-66,922	161,417	72.29	-73,281	ROOMS PROFIT	1,323,473	80.14	2,112,806	76.73	-789,333	2,115,337	76.81	-791,865
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,883	78.45	4,234	79.21	-2,351	3,377	82.77	-1,494	MISCELLANEOUS PROFIT	16,677	78.92	39,399	78.96	-22,722	46,481	81.78	-29,804
90,020	76.18	159,293	69.67	-69,274	164,794	72.48	-74,775	TOTAL DEPARTMENTAL PROFIT	1,340,150	80.12	2,152,205	76.77	-812,055	2,161,818	76.91	-821,669
13,178	11.15	25,206	11.02	-12,028	24,195	10.64	-11,017	A & G EXPENSE	225,372	13.47	277,325	9.89	-51,953	242,948	8.64	-17,576
1,783	1.51	1,848	0.81	-65	1,654	0.73	129	TELECOM	18,274	1.09	18,480	0.66	-206	18,921	0.67	-647
1,999	1.69	10,311	4.51	-8,312	8,723	3.84	-6,723	SALES & MARKETING EXPENSES	31,645	1.89	88,016	3.14	-56,371	77,711	2.76	-46,066
19,641	16.62	31,029	13.57	-11,388	28,761	12.65	-9,121	FRANCHISE FEES	216,733	12.96	362,226	12.92	-145,493	372,042	13.24	-155,309
10,368	8.77	15,288	6.69	-4,921	14,614	6.43	-4,247	MAINTENANCE EXPENSES	102,729	6.14	128,745	4.59	-26,015	127,638	4.54	-24,908
7,856	6.65	9,570	4.19	-1,714	10,266	4.52	-2,410	UTILITIES EXPENSE	74,144	4.43	98,128	3.50	-23,985	97,905	3.48	-23,761
54,826	46.39	93,253	40.79	-38,428	88,214	38.80	-33,389	TOTAL ADMIN EXPENSES	668,897	39.99	972,920	34.71	-304,023	937,164	33.34	-268,267
35,194	29.78	66,040	28.88	-30,846	76,580	33.68	-41,386	HOUSE PROFIT	671,252	40.13	1,179,285	42.07	-508,032	1,224,654	43.57	-553,402
FIXED EXPENSES																
6,660	5.64	5,717	2.50	943	5,684	2.50	976	MANAGEMENT FEES	52,792	3.16	70,098	2.50	-17,307	70,276	2.50	-17,484
45,206	38.25	45,347	19.83	-141	43,390	19.08	1,816	FIXED EXPENSES	439,942	26.30	468,383	16.71	-28,442	439,241	15.63	701

-16,672	-14.11	14,976	6.55	-31,648	27,506	12.10	-44,178 NET OPERATING INCOME	178,519	10.67	640,803	22.86	-462,284	715,137	25.44	-536,618
56,586	47.88	21,636	9.46	34,949	56,676	24.93	-90 Other	583,899	34.91	221,533	7.90	362,367	562,049	19.99	21,850
-73,258	-61.99	-6,661	-2.91	-66,597	-29,170	-12.83	-44,088 N.I. after Other	-405,380	-24.24	419,271	14.96	-824,651	153,088	5.45	-558,468
-38,797		-6,661		-32,136	5,291		-44,088 Cash before Depreciation/Amortization	-60,770		419,271		-480,041	497,698		-558,468

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For Property: Hampton Inn Estero (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
16,854	14.56	68,740	30.79	-51,886	67,961	30.44	-51,108	Rack/ Premium	572,227	34.65	783,966	28.47	-211,738	822,058	29.85	-249,831
3,131	2.70	10,274	4.60	-7,142	10,083	4.52	-6,951	Corporate	74,513	4.51	180,471	6.55	-105,959	166,958	6.06	-92,445
70,491	60.89	62,859	28.15	7,631	63,064	28.24	7,426	Discounts - Other	574,578	34.79	1,040,611	37.79	-466,033	975,529	35.42	-400,950
0	0.00	2,614	1.17	-2,614	1,276	0.57	-1,276	Government	3,712	0.22	38,211	1.39	-34,499	12,509	0.45	-8,797
11,786	10.18	22,304	9.99	-10,518	22,876	10.25	-11,090	Locally Negotiated Rate	271,748	16.45	343,746	12.48	-71,998	378,929	13.76	-107,181
-95	-0.08	0	0.00	-95	-873	-0.39	778	Allowances	-4,922	-0.30	0	0.00	-4,922	-9,757	-0.35	4,834
102,166	88.25	166,790	74.70	-64,624	164,388	73.62	-62,221	Total Transient Revenue	1,491,856	90.33	2,387,005	86.69	-895,149	2,346,226	85.19	-854,371
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
13,395	11.57	56,499	25.30	-43,104	56,516	25.31	-43,122	Group- Corporate	151,367	9.17	366,374	13.31	-215,007	383,795	13.94	-232,428
13,395	11.57	56,499	25.30	-43,104	56,516	25.31	-43,122	Total Group Revenue	151,367	9.17	366,374	13.31	-215,007	383,795	13.94	-232,428
211	0.18	0	0.00	211	2,386	1.07	-2,175	Guaranteed No-Show	8,253	0.50	0	0.00	8,253	24,138	0.88	-15,885
115,772	100.00	223,289	100.00	-107,517	223,290	100.00	-107,518	Total Rooms Revenue	1,651,476	100.00	2,753,380	100.00	-1,101,903	2,754,159	100.00	-1,102,683
ROOM STATISTICS																
155	13	608	27	-453	602	27	-447	Rack/ Premium Rooms	2,918	24	4,801	23	-1,883	5,188	24	-2,270
46	4	135	6	-89	133	6	-87	Corporate Rooms	699	6	1,548	7	-849	1,476	7	-777
718	59	676	30	42	676	30	42	Discounts - Other Rooms	4,656	39	8,434	40	-3,778	7,873	37	-3,217
0	0	23	1	-23	11	0	-11	Government Rooms	32	0	262	1	-230	90	0	-58
145	12	225	10	-80	230	10	-85	Locally Negotiated Corporate Rooms	2,539	21	2,995	14	-456	3,398	16	-859
1,064	88	1,667	74	-603	1,652	73	-588	Total Transient Stats	10,844	91	18,040	85	-7,196	18,025	84	-7,181
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
151	12	586	26	-435	601	27	-450	Group- Corporate Rooms	1,077	9	3,149	15	-2,072	3,414	16	-2,337
151	12	586	26	-435	601	27	-450	Total Group Stats	1,077	9	3,149	15	-2,072	3,414	16	-2,337
1,215	100	2,253	100	-1,038	2,253	100	-1,038	TOTAL ROOM STATISTICS	11,921	100	21,189	100	-9,268	21,439	100	-9,518
Other Room Stats																
-5	0	0	0	-5	-9	0	4	Comp Rooms	-67	-1	0	0	-67	-110	-1	43
731	60	0	0	731	1,282	57	-551	Single Occupancy	7,832	66	0	0	7,832	13,329	62	-5,497
484	40	0	0	484	971	43	-487	Multiple Occupancy	4,100	34	0	0	4,100	8,101	38	-4,001
59	5	0	0	59	47	2	12	Out of Order Rooms	2,014	17	0	0	2,014	236	1	1,778
1,843	152	0	0	1,843	3,405	151	-1,562	# of Guests	17,142	144	0	0	17,142	31,661	148	-14,519

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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ADR																
108.73		113.00		-4.27	112.89		-4.16	Rack/Premium ADR	196.10		163.31		32.80	158.45		37.65
68.07		76.00		-7.93	75.81		-7.74	Corporate ADR	106.60		116.56		-9.96	113.12		-6.52
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
98.18		93.00		5.18	93.29		4.89	Discount ADR	123.41		123.38		0.03	123.91		-0.50
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		116.00		-116.00	116.00		-116.00	Government ADR	116.00		145.71		-29.71	138.99		-22.99
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
81.28		99.00		-17.71	99.46		-18.18	Local Negotiated ADR	107.03		114.79		-7.76	111.52		-4.49
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
96.02		100.04		-4.02	99.51		-3.49	Total Transient ADR	137.57		132.32		5.26	130.17		7.41
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
88.71		96.45		-7.75	94.04		-5.33	Group - Corporate ADR	140.55		116.35		24.19	112.42		28.13
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
88.71		96.45		-7.75	94.04		-5.33	Total Group ADR	140.55		116.35		24.19	112.42		28.13

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Payroll & Related Expense																
0	0.00	0	0.00	0	0	0.00	0	FOM/Guest Service Mgr	0	0.00	0	0.00	0	23,085	1.08	-23,085
4,131	3.40	5,959	2.64	-1,828	4,933	2.19	-801	FD/ Guest Service Reps	35,517	2.98	56,045	2.65	-20,528	45,316	2.11	-9,799
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	-1,332	-0.06	1,332
0	0.00	3,575	1.59	-3,575	3,099	1.38	-3,099	Executive Housekeeper	8,938	0.75	34,664	1.64	-25,726	31,109	1.45	-22,171
99	0.08	920	0.41	-821	947	0.42	-848	Asst Exec Housekeeper/ Inspectress	2,715	0.23	8,653	0.41	-5,938	9,728	0.45	-7,012
4,332	3.57	10,798	4.79	-6,466	10,863	4.82	-6,531	Housekeepers	46,338	3.89	101,548	4.79	-55,210	107,169	5.00	-60,832
0	0.00	2,065	0.92	-2,065	1,931	0.86	-1,931	Housemen	4,427	0.37	19,423	0.92	-14,996	15,978	0.75	-11,551
686	0.56	1,773	0.79	-1,087	1,759	0.78	-1,073	Van Drivers	5,617	0.47	17,445	0.82	-11,828	12,445	0.58	-6,828
1,738	1.43	3,304	1.47	-1,566	2,242	1.00	-505	Laundry	8,362	0.70	31,076	1.47	-22,714	19,432	0.91	-11,070
0	0.00	2,083	0.92	-2,083	2,188	0.97	-2,188	Comp Breakfast Hostess	5,379	0.45	21,514	1.02	-16,135	21,937	1.02	-16,558
3,568	2.94	3,551	1.58	17	3,429	1.52	139	Night Audit	34,251	2.87	33,939	1.60	312	33,808	1.58	443
1,101	0.91	2,810	1.25	-1,709	2,524	1.12	-1,423	Payroll Taxes	13,137	1.10	27,127	1.28	-13,990	26,680	1.24	-13,543
538	0.44	945	0.42	-407	1,758	0.78	-1,220	Employee Benefits	11,371	0.95	9,450	0.45	1,921	11,523	0.54	-152
28	0.02	600	0.27	-572	412	0.18	-384	Vacation /PTO	15,918	1.34	6,000	0.28	9,918	5,716	0.27	10,203
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,098	0.26	4,400	0.21	-1,302	5,770	0.27	-2,672
0	0.00	500	0.22	-500	750	0.33	-750	Bonus/Incentive Pay	2,525	0.21	4,376	0.21	-1,851	5,246	0.24	-2,721
16,219	13.35	38,883	17.26	-22,664	36,835	16.35	-20,616	Total P/R & R/Benefits- Rooms	197,594	16.58	375,660	17.73	-178,066	373,610	17.43	-176,016
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	135	0.06	-135	125	0.06	-125	Newspapers	360	0.03	1,271	0.06	-912	1,323	0.06	-964
1,419	1.17	9,237	4.10	-7,818	9,176	4.07	-7,757	Comp Breakfast	29,938	2.51	86,875	4.10	-56,937	90,603	4.23	-60,665
0	0.00	250	0.11	-250	81	0.04	-81	Comp Breakfast- Equipment	572	0.05	1,000	0.05	-428	305	0.01	267
0	0.00	45	0.02	-45	109	0.05	-109	Guest Transportation	186	0.02	424	0.02	-238	189	0.01	-3
0	0.00	45	0.02	-45	114	0.05	-114	Laundry Supplies	152	0.01	424	0.02	-272	287	0.01	-135
0	0.00	1,239	0.55	-1,239	1,159	0.51	-1,159	Linen Supplies	3,716	0.31	11,654	0.55	-7,938	10,676	0.50	-6,961
2,143	1.76	1,990	0.88	153	1,969	0.87	174	Cable TV	20,170	1.69	19,900	0.94	270	19,505	0.91	665
333	0.27	340	0.15	-8	333	0.15	0	HSIA Support	3,228	0.27	3,400	0.16	-172	3,143	0.15	85
0	0.00	3,500	1.55	-3,500	0	0.00	0	Printing & Stationary	31	0.00	3,750	0.18	-3,719	292	0.01	-261
1,555	1.28	1,036	0.46	518	896	0.40	658	Reservations Expense	9,500	0.80	9,747	0.46	-247	9,365	0.44	135
493	0.41	2,343	1.04	-1,850	1,764	0.78	-1,271	Guest Room Supplies	9,402	0.79	22,037	1.04	-12,634	20,681	0.96	-11,278
324	0.27	608	0.27	-284	687	0.30	-362	Cleaning Supplies	3,793	0.32	5,721	0.27	-1,928	5,939	0.28	-2,145
445	0.37	352	0.16	93	169	0.08	276	Ecolab Core Supplies	3,126	0.26	3,571	0.17	-445	2,527	0.12	599
0	0.00	0	0.00	0	333	0.15	-333	Evening Social- Food	1,808	0.15	0	0.00	1,808	2,227	0.10	-419
0	0.00	0	0.00	0	107	0.05	-107	Evening Social- Beverage	918	0.08	0	0.00	918	1,655	0.08	-736
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Equipment	0	0.00	0	0.00	0	302	0.01	-302
4,687	3.86	8,000	3.55	-3,313	7,470	3.32	-2,783	Travel Agents Commission	42,203	3.54	92,300	4.36	-50,097	93,711	4.37	-51,509
0	0.00	225	0.10	-225	150	0.07	-150	Uniforms	417	0.04	2,119	0.10	-1,702	1,363	0.06	-946
0	0.00	0	0.00	0	396	0.18	-396	Walk Expense	0	0.00	722	0.03	-722	1,120	0.05	-1,120
17	0.01	0	0.00	17	0	0.00	17	COVID 19 Supplies	890	0.07	0	0.00	890	0	0.00	890
11,416	9.40	29,347	13.03	-17,931	25,038	11.11	-13,622	Total Operating - Rooms	130,410	10.94	264,914	12.50	-134,505	265,212	12.37	-134,802
27,635	22.74	68,230	30.28	-40,595	61,872	27.46	-34,237	Total Expenses- Rooms	328,003	27.51	640,574	30.23	-312,570	638,822	29.80	-310,818
88,137	72.54	155,059	68.82	-66,922	161,417	71.65	-73,281	Net Income- Rooms	1,323,473	111.02	2,112,806	99.71	-789,333	2,115,337	98.67	-791,865

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)
For Property: Hampton Inn Estero (Capstone)
00- Master P&L-CAPSTONE
As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	30	0.00	-30	0	0.00	0	Long Distance	0	0.00	300	0.00	-300	0	0.00	0
69	0.00	35	0.00	34	40	0.00	30	Internet Access Fees	297	0.00	350	0.00	-53	391	0.00	-94
69	0.00	65	0.00	4	40	0.00	30	Total Phone Revenues	297	0.00	650	0.00	-353	391	0.00	-94
COS- Communication																
745	0.63	728	0.32	17	586	0.26	159	COS-Local	7,501	0.45	7,280	0.26	221	8,254	0.29	-753
0	0.00	25	83.33	-25	0	0.00	0	COS-Long Distance	0	0.00	250	83.33	-250	41	0.00	-41
1,008	1,454.52	1,010	2,885.71	-2	1,008	2,545.40	0	COS-HSIA ISP	10,060	3,387.15	10,100	2,885.71	-40	9,352	2,391.49	708
1,753	0.00	1,763	0.00	-10	1,594	0.00	159	Total COS- Comm	17,561	0.00	17,630	0.00	-69	17,647	0.00	-86
-1,683	0.00	-1,698	0.00	15	-1,554	0.00	-129	Gross Margin- Comm	-17,264	0.00	-16,980	0.00	-284	-17,256	0.00	-8
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	460	0.00	1,000	0.00	-540	450	0.00	10
0	0.00	50	0.00	-50	0	0.00	0	Equipment Maintenance	550	0.00	500	0.00	50	1,215	0.00	-665
100	0.00	150	0.00	-50	100	0.00	0	Total Operating - Comm	1,010	0.00	1,500	0.00	-490	1,665	0.00	-655
1,783	0.00	1,848	0.00	-65	1,654	0.00	129	N.I.- Comm Dept	18,274	0.00	18,480	0.00	-206	18,921	0.00	-647

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	30	0.83	-30	30	1.04	-30	Laundry/Valet	34	0.22	300	0.87	-266	215	0.52	-181
0	0.00	0	0.00	0	2,017	69.94	-2,017	Gift Shop Sales	0	0.00	0	0.00	0	18,807	45.62	-18,807
0	0.00	383	10.65	-383	733	25.42	-733	Vending	1,697	10.77	3,602	10.44	-1,905	3,865	9.37	-2,167
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	0	0.00	0	0.00	0	700	1.70	-700
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	0	0.00	0	0.00	0	646	1.57	-646
4	0.19	0	0.00	4	-753	-26.11	757	Miscellaneous	-10	-0.06	0	0.00	-10	114	0.28	-123
370	20.54	900	25.03	-530	297	10.29	73	Late Cancellation Income	2,084	13.22	9,000	26.09	-6,916	15,086	36.60	-13,002
0	0.00	150	4.17	-150	500	17.34	-500	Smoking Fee	785	4.98	1,500	4.35	-715	1,250	3.03	-465
0	0.00	60	1.67	-60	60	2.08	-60	Tax Discounts Earned	330	2.09	600	1.74	-270	540	1.31	-210
1,427	79.27	2,073	57.64	-646	0	0.00	1,427	Market Sales	10,841	68.78	19,494	56.51	-8,653	0	0.00	10,841
1,800	100.00	3,596	100.00	-1,796	2,884	100.00	-1,084	Total Miscellaneous Revenues	15,762	100.00	34,496	100.00	-18,734	41,222	100.00	-25,459
COSales- Miscellaneous																
0	0.00	20	66.67	-20	0	0.00	0	COS-Laundry/Valet	16	48.00	200	66.67	-184	118	54.86	-102
0	0.00	0	0.00	0	703	34.85	-703	COS-Gift Shop	0	0.00	0	0.00	0	9,811	52.17	-9,811
0	0.00	30	0.83	-30	0	0.00	0	COS-Vending Cost	139	0.88	300	0.87	-161	134	0.33	5
517	36.24	1,036	50.00	-519	0	0.00	517	COS- Market	4,300	39.66	9,747	50.00	-5,447	0	0.00	4,300
517	28.73	1,086	30.21	-569	703	24.38	-186	Total COS- Miscellaneous	4,455	28.27	10,247	29.70	-5,792	10,063	24.41	-5,608
600	100.00	1,700	97.14	-1,100	1,100	91.97	-500	Banquet Room Rental	5,225	97.30	14,900	96.75	-9,675	14,600	93.52	-9,375
0	0.00	50	2.86	-50	96	8.03	-96	Banquet Room F & B	0	0.00	500	3.25	-500	437	2.80	-437
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	125	2.33	0	0.00	125	575	3.68	-450
0	0.00	0	0.00	0	0	0.00	0	Banquet Room Setup Service Charge	20	0.09	0	0.00	20	0	0.00	20
600	100.00	1,750	100.00	-1,150	1,196	100.00	-596	Total Meeting Room Revenues	5,370	100.00	15,400	100.00	-10,030	15,612	100.00	-10,242
Cost of Sales- Meeting Room																
0	0.00	25	1.43	-25	0	0.00	0	COS-Banquet Room F & B	0	0.00	250	1.62	-250	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	0	0.00	0	0.00	0	290	1.85	-290
1,883	104.60	4,234	117.76	-2,351	3,377	117.09	-1,494	Total Miscellaneous Profit	16,677	105.80	39,399	114.21	-22,722	46,481	112.76	-29,804

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,838	4.09	5,463	2.39	-625	5,422	2.38	-583	General Manager	46,704	2.79	53,591	1.91	-6,887	47,420	1.69	-716
2,492	2.11	3,674	1.61	-1,182	3,762	1.65	-1,269	Assistant General Manager	32,370	1.94	35,413	1.26	-3,043	8,862	0.32	23,509
644	0.54	745	0.33	-101	646	0.28	-2	Payroll Taxes	6,788	0.41	7,269	0.26	-481	4,925	0.18	1,863
1,391	1.18	1,047	0.46	344	342	0.15	1,048	Employee Benefits	8,361	0.50	10,470	0.37	-2,109	9,804	0.35	-1,442
1,479	1.25	0	0.00	1,479	0	0.00	1,479	Vacation /PTO	16,125	0.96	0	0.00	16,125	4,818	0.17	11,307
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,604	0.10	0	0.00	1,604	1,129	0.04	475
0	0.00	540	0.24	-540	0	0.00	0	Bonus/Incentive Pay	5,824	0.35	5,400	0.19	424	4,340	0.15	1,485
10,843	9.18	11,469	5.02	-626	10,172	4.47	672	Total P/R & R/B- A&G	117,777	7.04	112,143	4.00	5,633	81,297	2.89	36,479
Operating Expenses- A&G																
131	0.11	350	0.15	-219	423	0.19	-292	Employee Relations	1,529	0.09	3,750	0.13	-2,221	3,491	0.12	-1,962
2,000	1.69	2,000	0.87	0	2,000	0.88	0	Accounting Fees	20,000	1.20	20,000	0.71	0	20,000	0.71	0
1,846	1.56	1,010	0.44	836	1,070	0.47	776	Data Processing	13,963	0.83	12,602	0.45	1,361	12,687	0.45	1,275
19	0.02	203	0.09	-184	385	0.17	-366	Office Supplies	844	0.05	1,907	0.07	-1,063	2,053	0.07	-1,209
44	0.04	44	0.02	0	44	0.02	0	Muzak	419	0.03	440	0.02	-21	436	0.02	-17
0	0.00	300	0.13	-300	139	0.06	-139	Travel & Lodging	751	0.04	5,100	0.18	-4,349	2,958	0.11	-2,206
0	0.00	25	0.01	-25	0	0.00	0	Meals and Entertainment	0	0.00	250	0.01	-250	87	0.00	-87
0	0.00	75	0.03	-75	75	0.03	-75	Telephone	212	0.01	750	0.03	-538	653	0.02	-441
492	0.42	0	0.00	492	492	0.22	0	Licenses and Permits	1,554	0.09	1,947	0.07	-393	1,176	0.04	378
28	0.02	113	0.05	-85	86	0.04	-58	Postage	393	0.02	1,059	0.04	-667	1,091	0.04	-698
0	0.00	0	0.00	0	0	0.00	0	Recruitment	672	0.04	677	0.02	-6	977	0.03	-306
123	0.10	114	0.05	9	114	0.05	9	Employment Screening/ Drug Testing	804	0.05	1,340	0.05	-536	1,176	0.04	-372
0	0.00	0	0.00	0	0	0.00	0	Training	503	0.03	1,500	0.05	-997	738	0.03	-235
120	0.10	250	0.11	-130	150	0.07	-30	Dues/Subscriptions	1,247	0.07	3,492	0.12	-2,245	3,256	0.12	-2,009
-3,976	-3.36	6,381	2.79	-10,357	5,755	2.53	-9,731	Credit Card Commissions	40,740	2.44	78,230	2.79	-37,490	77,648	2.76	-36,908
0	0.00	0	0.00	0	0	0.00	0	Cash Over/Short	-378	-0.02	0	0.00	-378	-266	-0.01	-112
0	0.00	27	0.01	-27	27	0.01	-27	Equipment Rental	0	0.00	270	0.01	-270	27	0.00	-27
232	0.20	400	0.17	-168	390	0.17	-158	Payroll Services	3,949	0.24	5,851	0.21	-1,902	5,815	0.21	-1,866
824	0.70	1,000	0.44	-176	945	0.42	-121	Bank Charges	9,758	0.58	10,142	0.36	-385	10,148	0.36	-390
-353	-0.30	0	0.00	-353	808	0.36	-1,161	Chargebacks	1,626	0.10	0	0.00	1,626	2,042	0.07	-416
805	0.68	1,446	0.63	-641	1,121	0.49	-316	Workers Comp Insurance	9,010	0.54	15,874	0.57	-6,864	15,458	0.55	-6,448
2,335	1.98	13,737	6.01	-11,402	14,024	6.17	-11,689	Total Operating- A&G	107,595	6.43	165,181	5.89	-57,586	161,650	5.75	-54,055
13,178	11.15	25,206	11.02	-12,028	24,195	10.64	-11,017	Total Expenses- A&G	225,372	13.47	277,325	9.89	-51,953	242,948	8.64	-17,576

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	3,495	1.53	-3,495	2,942	1.29	-2,942	Sales Manager	11,429	0.68	34,288	1.22	-22,859	31,374	1.12	-19,945
364	0.31	909	0.40	-545	691	0.30	-327	Revenue Management	4,823	0.29	9,090	0.32	-4,267	7,176	0.26	-2,353
0	0.00	172	0.08	-172	0	0.00	0	E Commerce Management	516	0.03	1,721	0.06	-1,205	0	0.00	516
0	0.00	312	0.14	-312	252	0.11	-252	Payroll Taxes	923	0.06	3,078	0.11	-2,156	2,642	0.09	-1,720
0	0.00	580	0.25	-580	568	0.25	-568	Employee Benefits	-424	-0.03	5,800	0.21	-6,224	5,548	0.20	-5,972
0	0.00	0	0.00	0	461	0.20	-461	Vacation / PTO	0	0.00	0	0.00	0	1,141	0.04	-1,141
0	0.00	0	0.00	0	0	0.00	0	Holiday	173	0.01	0	0.00	173	603	0.02	-430
0	0.00	300	0.13	-300	0	0.00	0	Bonus/Incentive Pay	199	0.01	3,000	0.11	-2,801	1,933	0.07	-1,734
364	0.31	5,768	2.52	-5,404	4,914	2.16	-4,550	Total P/R & R/B- Sales	17,639	1.05	56,978	2.03	-39,339	50,418	1.79	-32,779
Operating Expenses- Sales																
0	0.00	14	0.01	-14	11	0.00	-11	Printing & Stationary	11	0.00	140	0.00	-129	75	0.00	-64
0	0.00	20	0.01	-20	10	0.00	-10	Office Supplies	22	0.00	200	0.01	-178	219	0.01	-197
0	0.00	250	0.11	-250	13	0.01	-13	Travel & Lodging	176	0.01	1,900	0.07	-1,724	1,991	0.07	-1,815
0	0.00	0	0.00	0	13	0.01	-13	Meals & Entertainment	67	0.00	450	0.02	-383	252	0.01	-185
0	0.00	400	0.17	-400	469	0.21	-469	Promotions	313	0.02	2,650	0.09	-2,337	2,653	0.09	-2,340
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.01	500	0.02	-400	500	0.02	-400
0	0.00	0	0.00	0	8	0.00	-8	Postage	0	0.00	0	0.00	0	8	0.00	-8
0	0.00	0	0.00	0	145	0.06	-145	Sales Training	37	0.00	250	0.01	-213	417	0.01	-380
-904	-0.76	240	0.10	-1,144	0	0.00	-904	Dues & Subscriptions	5,331	0.32	8,575	0.31	-3,244	5,932	0.21	-601
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
2,260	1.91	2,260	0.99	0	2,260	0.99	0	Outdoor Advertising	2,260	0.14	2,260	0.08	0	2,260	0.08	0
0	0.00	100	0.04	-100	200	0.09	-200	e Commerce Costs	0	0.00	1,000	0.04	-1,000	4,220	0.15	-4,220
279	0.24	1,059	0.46	-779	630	0.28	-351	Brand Paid Search	4,640	0.28	9,959	0.36	-5,318	6,829	0.24	-2,189
0	0.00	150	0.07	-150	0	0.00	0	Internet Advertising	1,050	0.06	3,155	0.11	-2,105	400	0.01	650
0	0.00	0	0.00	0	0	0.00	0	Directory Advertising	0	0.00	0	0.00	0	1,050	0.04	-1,050
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	466	0.02	-466
1,636	1.38	4,543	1.99	-2,907	3,809	1.68	-2,173	Total Operating- Sales	14,007	0.84	31,039	1.11	-17,032	27,293	0.97	-13,286
1,999	1.69	10,311	4.51	-8,312	8,723	3.84	-6,723	Total Expenses-Sales	31,645	1.89	88,016	3.14	-56,371	77,711	2.76	-46,066

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
5,887	4.85	5,261	2.34	626	5,220	2.32		667 Chief Engineer	46,302	3.88	51,760	2.44	-5,458	47,797	2.23	-1,495
0	0.00	1,525	0.68	-1,525	1,267	0.56	-1,267	General Maintenance	3,647	0.31	14,859	0.70	-11,212	12,960	0.60	-9,314
407	0.33	580	0.26	-173	587	0.26	-180	Payroll Taxes	4,126	0.35	5,187	0.24	-1,062	5,038	0.23	-912
593	0.49	610	0.27	-17	576	0.26	17	Employee Benefits	5,847	0.49	6,100	0.29	-253	5,836	0.27	11
0	0.00	0	0.00	0	0	0.00	0	Holiday	929	0.08	0	0.00	929	1,032	0.05	-103
124	0.10	0	0.00	124	0	0.00	124	Vacation /PTO	10,505	0.88	0	0.00	10,505	2,807	0.13	7,699
0	0.00	750	0.33	-750	750	0.33	-750	Bonus/Incentive Pay	0	0.00	750	0.04	-750	750	0.03	-750
7,011	5.77	8,726	3.87	-1,715	8,400	3.73	-1,389	Total P/R & Related Expenses- Maintenance	71,356	5.99	78,656	3.71	-7,301	76,220	3.56	-4,865
Operating Expenses- R & M																
41	0.03	338	0.15	-297	151	0.07	-110	Auto Expense	559	0.05	3,178	0.15	-2,619	5,331	0.25	-4,771
953	0.78	68	0.03	886	0	0.00	953	Laundry Equipment	1,181	0.10	636	0.03	546	650	0.03	531
6	0.00	451	0.20	-445	637	0.28	-631	Building Maintenance	1,361	0.11	4,238	0.20	-2,876	4,592	0.21	-3,231
33	0.03	293	0.13	-260	148	0.07	-115	Light Bulbs	1,015	0.09	2,755	0.13	-1,739	2,697	0.13	-1,682
0	0.00	338	0.15	-338	0	0.00	0	Electrical & Mechanical	655	0.05	3,178	0.15	-2,523	3,073	0.14	-2,418
0	0.00	270	0.12	-270	889	0.39	-889	HVAC	2,169	0.18	2,543	0.12	-373	3,575	0.17	-1,406
167	0.14	83	0.04	84	420	0.19	-253	Plumbing & Boiler	1,440	0.12	4,600	0.22	-3,160	2,204	0.10	-764
350	0.29	470	0.21	-120	359	0.16	-9	Pool	3,138	0.26	4,698	0.22	-1,560	4,539	0.21	-1,401
1,500	1.23	1,500	0.67	0	1,131	0.50	369	Grounds & Landscaping	6,909	0.58	8,590	0.41	-1,681	7,507	0.35	-597
0	0.00	45	0.02	-45	64	0.03	-64	Furniture & Fixtures	1,100	0.09	424	0.02	676	626	0.03	474
0	0.00	90	0.04	-90	0	0.00	0	Painting	46	0.00	848	0.04	-801	526	0.02	-479
60	0.05	1,800	0.80	-1,740	0	0.00	60	Carpet & Floor	507	0.04	2,600	0.12	-2,093	1,883	0.09	-1,376
0	0.00	30	0.01	-30	0	0.00	0	Telephone	30	0.00	300	0.01	-270	270	0.01	-240
0	0.00	0	0.00	0	92	0.04	-92	Locks & Keys	0	0.00	0	0.00	0	100	0.00	-100
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	0	0.00	0	0.00	0	-197	-0.01	197
213	0.18	212	0.09	1	1,512	0.67	-1,299	Exterminating	1,875	0.16	2,120	0.10	-245	3,461	0.16	-1,586
0	0.00	0	0.00	0	0	0.00	0	License & Permits	125	0.01	0	0.00	125	217	0.01	-92
34	0.03	575	0.26	-541	810	0.36	-776	Maintenance Contracts	302	0.03	1,150	0.05	-848	1,082	0.05	-780
0	0.00	0	0.00	0	0	0.00	0	Fire & Safety	4,362	0.37	4,239	0.20	123	5,288	0.25	-927
0	0.00	0	0.00	0	0	0.00	0	Elevator	4,596	0.39	3,993	0.19	604	3,993	0.19	604
3,356	2.76	6,562	2.91	-3,206	6,214	2.76	-2,858	Total Operating - R & M	31,374	2.63	50,088	2.36	-18,714	51,418	2.40	-20,044
10,368	8.53	15,288	6.79	-4,921	14,614	6.49	-4,247	Total Expenses- R & M	102,729	8.62	128,745	6.08	-26,015	127,638	5.95	-24,908

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
4,874	4.01	5,899	2.62	-1,025	5,901	2.62	-1,026	Electricity	42,221	3.54	56,086	2.65	-13,865	53,900	2.51	-11,679
341	0.28	772	0.34	-431	600	0.27	-259	Gas	5,674	0.48	7,697	0.36	-2,023	7,141	0.33	-1,467
2,176	1.79	2,118	0.94	58	2,126	0.94	51	Water & Sewer	21,895	1.84	26,532	1.25	-4,637	26,641	1.24	-4,745
465	0.38	781	0.35	-317	1,640	0.73	-1,176	Waste Removal	4,353	0.37	7,813	0.37	-3,460	10,224	0.48	-5,870
7,856	6.47	9,570	4.25	-1,714	10,266	4.56	-2,410	Total Expenses- Utilities	74,144	6.22	98,128	4.63	-23,985	97,905	4.57	-23,761

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
6,637	5.73	13,451	6.02	-6,814	13,415	6.01	-6,778	Franchise Fees/ Royalties	95,641	5.79	165,743	6.02	-70,102	166,125	6.03	-70,485
4,425	3.82	8,968	4.02	-4,543	8,944	4.01	-4,519	Advertising	63,760	3.86	110,495	4.01	-46,735	110,830	4.02	-47,070
0	0.00	110	0.05	-110	0	0.00	0	Reservations	812	0.05	1,288	0.05	-476	1,510	0.05	-698
8,579	7.41	8,500	3.81	79	6,303	2.82	2,276	Frequent Traveler	56,232	3.40	84,700	3.08	-28,468	92,376	3.35	-36,145
0	0.00	0	0.00	0	100	0.04	-100	Brand Guest Fees	289	0.02	0	0.00	289	1,200	0.04	-911
19,641	16.96	31,029	13.90	-11,388	28,761	12.88	-9,121	Total Franchise Fees Expense	216,733	13.12	362,226	13.16	-145,493	372,042	13.51	-155,309

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,954	2.50	5,717	2.50	-2,763	5,684	2.50	-2,730	Management Fees	41,815	2.50	70,098	2.50	-28,283	70,276	2.50	-28,461
3,706	3.14	0	0.00	3,706	0	0.00	3,706	Management Fees- Owner	10,977	0.66	0	0.00	10,977	0	0.00	10,977
6,660	5.64	5,717	2.50	943	5,684	2.50	976	Total Management Fees Expense	52,792	3.16	70,098	2.50	-17,307	70,276	2.50	-17,484

Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
24,253	20.52	23,621	10.33	632	22,989	10.11	1,264	Ground Lease	231,787	13.86	230,523	8.22	1,264	224,968	8.00	6,819
8,117	6.87	9,148	4.00	-1,031	8,117	3.57	0	FF & E Reserve	81,174	4.85	112,157	4.00	-30,983	88,013	3.13	-6,839
7,907	6.69	7,907	3.46	0	8,078	3.55	-172	Real Estate Tax	79,066	4.73	79,067	2.82	0	80,784	2.87	-1,718
486	0.41	486	0.21	0	208	0.09	278	Personal Property Tax	5,018	0.30	4,862	0.17	157	5,360	0.19	-342
4,443	3.76	4,185	1.83	258	3,998	1.76	445	Insurance	42,896	2.56	41,775	1.49	1,121	40,116	1.43	2,781
45,206	38.25	45,347	19.83	-141	43,390	19.08	1,816	TOTAL FIXED EXPENSES	439,942	26.30	468,383	16.71	-28,442	439,241	15.63	701

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

For Property: Hampton Inn Estero (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
450	0.38	433	0.19	17	900	0.40	-450	Owners Expense	27,937	1.67	4,333	0.15	23,604	5,572	0.20	22,365
32,426	27.44	0	0.00	32,426	32,426	14.26	0	Depreciation	324,260	19.39	0	0.00	324,260	324,260	11.54	0
2,035	1.72	0	0.00	2,035	2,035	0.90	0	Amortization Expense	20,350	1.22	0	0.00	20,350	20,350	0.72	0
18,916	16.01	18,916	8.27	0	19,041	8.37	-125	Interest Expense	188,883	11.29	189,160	6.75	-277	190,783	6.79	-1,900
0	0.00	2,287	1.00	-2,287	2,274	1.00	-2,274	Asset Management Fee	9,298	0.56	28,039	1.00	-18,742	28,109	1.00	-18,811
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-20	0.00	0	0.00	-20	-374	-0.01	354
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	2,157	0.13	0	0.00	2,157	8,457	0.30	-6,300
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-15,107	-0.54	15,107
2,759		0		2,759	0		2,759	Ground Lease Tax	11,035		0		11,035	0		11,035
56,586	47.88	21,636	9.46	34,949	56,676	24.93	-90	Total Other	583,899	34.91	221,533	7.90	362,367	562,049	19.99	21,850

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Company: 10611 Chevrolet-Fort Myers dba HI Estero Property: Hampton Inn Estero (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,162		3,162		0	3,162		0	Total Rooms Available	31,110		31,110		0	31,008		102
1,766		3,002		-1,236	3,002		-1,236	Total Rooms Sold	16,526		26,989		-10,463	26,792		-10,266
55.85%		94.94%		-39.09%	94.94%		-39.09%	Occupancy %	53.12%		86.75%		-33.63%	86.40%		-33.28%
86.30		117.77		-31.47	117.75		-31.44	Average Rate	128.93		134.55		-5.62	133.19		-4.26
48.20		111.81		-63.61	111.79		-63.59	REVPAR	68.49		116.73		-48.24	115.08		-46.59
REVENUES																
152,410	98.00	353,547	98.69	-201,137	353,476	98.07	-201,066	ROOMS	2,130,744	98.41	3,631,433	98.78	-1,500,689	3,568,370	98.79	-1,437,626
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
3,114	2.00	4,702	1.31	-1,587	6,972	1.93	-3,858	MISCELLANEOUS	34,475	1.59	44,766	1.22	-10,291	43,805	1.21	-9,330
155,524	100.00	358,249	100.00	-202,724	360,448	100.00	-204,923	TOTAL REVENUES	2,165,219	100.00	3,676,199	100.00	-1,510,981	3,612,175	100.00	-1,446,956
DEPARTMENT EXPENSES																
27,668	18.15	74,197	20.99	-46,530	65,120	18.42	-37,452	ROOMS EXPENSE	358,914	16.84	665,261	18.32	-306,347	660,891	18.52	-301,977
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
519	16.65	1,272	27.06	-754	1,423	20.41	-905	MISCELLANEOUS EXPENSE	5,907	17.14	11,579	25.87	-5,672	11,507	26.27	-5,600
28,186	18.12	75,470	21.07	-47,283	66,543	18.46	-38,357	TOTAL DEPARTMENTAL EXPENSES	364,821	16.85	676,840	18.41	-312,019	672,398	18.61	-307,577
DEPARTMENTAL PROFIT																
124,742	81.85	279,350	79.01	-154,607	288,356	81.58	-163,614	ROOMS PROFIT	1,771,830	83.16	2,966,172	81.68	-1,194,342	2,907,479	81.48	-1,135,649
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
2,596	83.35	3,430	72.94	-834	5,549	79.59	-2,953	MISCELLANEOUS PROFIT	28,567	82.86	33,187	74.13	-4,620	32,298	73.73	-3,730
127,338	81.88	282,779	78.93	-155,441	293,905	81.54	-166,567	TOTAL DEPARTMENTAL PROFIT	1,800,397	83.15	2,999,359	81.59	-1,198,962	2,939,777	81.39	-1,139,380
19,441	12.50	29,626	8.27	-10,185	21,627	6.00	-2,186	A & G EXPENSE	248,146	11.46	304,065	8.27	-55,918	262,972	7.28	-14,826
2,294	1.48	2,365	0.66	-71	2,149	0.60	145	TELECOM	22,211	1.03	24,401	0.66	-2,190	27,451	0.76	-5,240
4,421	2.84	9,641	2.69	-5,219	7,838	2.17	-3,417	SALES & MARKETING EXPENSES	81,431	3.76	106,417	2.89	-24,986	89,954	2.49	-8,523
18,471	11.88	49,079	13.70	-30,607	42,983	11.92	-24,511	FRANCHISE FEES	297,487	13.74	486,684	13.24	-189,197	477,204	13.21	-179,718
9,280	5.97	14,380	4.01	-5,100	17,748	4.92	-8,468	MAINTENANCE EXPENSES	108,029	4.99	146,648	3.99	-38,620	144,212	3.99	-36,184
9,730	6.26	12,880	3.60	-3,150	11,314	3.14	-1,583	UTILITIES EXPENSE	90,339	4.17	114,603	3.12	-24,264	110,195	3.05	-19,856
63,638	40.92	117,971	32.93	-54,333	103,658	28.76	-40,020	TOTAL ADMIN EXPENSES	847,642	39.15	1,182,817	32.18	-335,175	1,111,988	30.78	-264,346
63,700	40.96	164,808	46.00	-101,109	190,247	52.78	-126,547	HOUSE PROFIT	952,755	44.00	1,816,541	49.41	-863,786	1,827,789	50.60	-875,033
FIXED EXPENSES																
7,594	4.88	8,960	2.50	-1,366	9,011	2.50	-1,417	MANAGEMENT FEES	65,109	3.01	91,940	2.50	-26,831	90,295	2.50	-25,187
59,464	38.23	59,373	16.57	91	56,778	15.75	2,687	FIXED EXPENSES	580,765	26.82	589,184	16.03	-8,420	572,042	15.84	8,722

-3,359	-2.16	96,475	26.93	-99,834	124,458	34.53	-127,816	NET OPERATING INCOME	306,882	14.17	1,135,417	30.89	-828,535	1,165,452	32.26	-858,569
94,727	60.91	41,054	11.46	53,673	91,700	25.44	3,028	Other	922,029	42.58	411,478	11.19	510,551	940,568	26.04	-18,539
-98,086	-63.07	55,421	15.47	-153,507	32,758	9.09	-130,844	N.I. after Other	-615,147	-28.41	723,940	19.69	-1,339,086	224,884	6.23	-840,031
-49,071		55,421		-104,492	81,773		-130,844	Cash before Depreciation/Amortization	-124,997		723,940		-848,936	715,034		-840,031

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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ROOMS DEPARTMENT																
ROOMS REVENUE																
37,009	24.28	159,366	45.08	-122,358	158,368	44.80	-121,359	Rack/ Premium	870,618	40.86	1,534,477	42.26	-663,858	1,445,366	40.50	-574,747
3,121	2.05	14,413	4.08	-11,292	14,035	3.97	-10,913	Corporate	94,214	4.42	296,547	8.17	-202,333	237,077	6.64	-142,863
89,729	58.87	108,972	30.82	-19,244	107,508	30.41	-17,779	Discounts - Other	743,428	34.89	1,019,956	28.09	-276,528	1,078,013	30.21	-334,585
999	0.66	10,087	2.85	-9,088	11,412	3.23	-10,413	Government	55,941	2.63	187,884	5.17	-131,943	186,058	5.21	-130,117
9,418	6.18	44,197	12.50	-34,779	43,484	12.30	-34,066	Locally Negotiated Rate	198,824	9.33	408,553	11.25	-209,729	423,621	11.87	-224,797
140,276	92.04	337,036	95.33	-196,760	334,807	94.72	-194,531	Total Transient Revenue	1,963,025	92.13	3,447,417	94.93	-1,484,392	3,370,135	94.44	-1,407,110
ROOM STATISTICS																
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
11,888	7.80	16,511	4.67	-4,623	15,251	4.31	-3,363	Group- Corporate	161,803	7.59	184,016	5.07	-22,213	178,642	5.01	-16,840
11,888	7.80	16,511	4.67	-4,623	15,251	4.31	-3,363	Total Group Revenue	161,803	7.59	184,016	5.07	-22,213	178,642	5.01	-16,840
246	0.16	0	0.00	246	3,418	0.97	-3,172	Guaranteed No-Show	5,916	0.28	0	0.00	5,916	19,592	0.55	-13,676
152,410	100.00	353,547	100.00	-201,137	353,476	100.00	-201,066	Total Rooms Revenue	2,130,744	100.00	3,631,433	100.00	-1,500,689	3,568,370	100.00	-1,437,626
ROOM STATISTICS																
375	21	1,231	41	-856	1,243	41	-868	Rack/ Premium Rooms	5,583	34	9,972	37	-4,389	9,695	36	-4,112
31	2	120	4	-89	117	4	-86	Corporate Rooms	657	4	2,358	9	-1,701	1,789	7	-1,132
1,105	63	991	33	114	982	33	123	Discounts - Other Rooms	6,958	42	8,409	31	-1,451	8,886	33	-1,928
9	1	90	3	-81	102	3	-93	Government Rooms	461	3	1,696	6	-1,235	1,674	6	-1,213
96	5	420	14	-324	419	14	-323	Locally Negotiated Corporate Rooms	1,501	9	3,039	11	-1,538	3,247	12	-1,746
1,616	92	2,852	95	-1,236	2,863	95	-1,247	Total Transient Stats	15,160	92	25,474	94	-10,314	25,291	94	-10,131
Other Room Stats																
0	0	0	0	0	0	0	0	Comp Rooms	14	0	0	0	14	55	0	-41
1,128	64	0	0	1,128	2,084	69	-956	Single Occupancy	10,681	65	0	0	10,681	17,269	64	-6,588
638	36	0	0	638	918	31	-280	Multiple Occupancy	5,916	36	0	0	5,916	9,310	35	-3,394
0	0	0	0	0	0	0	0	GNS Stats	0	0	0	0	0	2	0	-2
189	11	0	0	189	1	0	188	Out of Order Rooms	1,101	7	0	0	1,101	159	1	942
2,695	153	0	0	2,695	4,152	138	-1,457	# of Guests	23,803	144	0	0	23,803	38,451	144	-14,648

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADR																
98.69		129.48		-30.79	127.41		-28.72	Rack/Premium ADR	155.94		153.87		2.07	149.08		6.86
100.69		120.03		-19.34	119.96		-19.26	Corporate ADR	143.40		125.79		17.61	132.52		10.88
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
81.20		110.00		-28.80	109.48		-28.28	Discount ADR	106.85		121.29		-14.45	121.32		-14.47
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
111.00		112.00		-1.00	111.88		-0.88	Government ADR	121.35		110.79		10.55	111.15		10.20
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
98.10		105.16		-7.06	103.78		-5.68	Local Negotiated ADR	132.46		134.42		-1.96	130.47		2.00
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
86.80		118.18		-31.38	116.94		-30.14	Total Transient ADR	129.49		135.33		-5.84	133.25		-3.77
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
79.26		110.00		-30.74	109.72		-30.46	Group - Corporate ADR	118.54		121.48		-2.94	119.02		-0.48
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
79.26		110.00		-30.74	109.72		-30.46	Total Group ADR	118.54		121.48		-2.94	119.02		-0.48

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
0	0.00	0	0.00	0	3,407	1.13	-3,407	FOM/Guest Service Mgr	0	0.00	0	0.00	0	32,738	1.22	-32,738
3,324	1.88	6,604	2.20	-3,280	5,669	1.89	-2,344	FD/ Guest Service Reps	28,892	1.75	59,375	2.20	-30,483	54,635	2.04	-25,743
0	0.00	3,324	1.11	-3,324	3,396	1.13	-3,396	Executive Housekeeper	6,290	0.38	32,705	1.21	-26,415	31,193	1.16	-24,904
138	0.08	1,101	0.37	-963	1,493	0.50	-1,355	Asst Exec Housekeeper/ Inspectress	4,202	0.25	13,927	0.52	-9,725	9,789	0.37	-5,588
6,000	3.40	13,041	4.34	-7,041	11,977	3.99	-5,977	Housekeepers	66,334	4.01	117,240	4.34	-50,906	114,445	4.27	-48,111
1,004	0.57	2,639	0.88	-1,635	1,993	0.66	-988	Housemen	9,525	0.58	23,729	0.88	-14,204	18,421	0.69	-8,896
1,282	0.73	3,695	1.23	-2,413	2,370	0.79	-1,088	Laundry	14,179	0.86	33,218	1.23	-19,039	25,252	0.94	-11,073
0	0.00	2,279	0.76	-2,279	2,414	0.80	-2,414	Comp Breakfast Hostess	5,674	0.34	22,421	0.83	-16,747	21,672	0.81	-15,998
3,035	1.72	2,604	0.87	431	3,169	1.06	-134	Night Audit	27,885	1.69	26,712	0.99	1,173	23,755	0.89	4,130
1,104	0.63	2,955	0.98	-1,851	2,924	0.97	-1,820	Payroll Taxes	13,771	0.83	28,327	1.05	-14,556	28,479	1.06	-14,708
987	0.56	1,119	0.37	-132	965	0.32	21	Employee Benefits	11,062	0.67	11,190	0.41	-128	8,186	0.31	2,876
696	0.39	750	0.25	-54	253	0.08	443	Vacation /PTO	13,563	0.82	7,500	0.28	6,063	7,462	0.28	6,101
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,226	0.20	3,872	0.14	-646	4,045	0.15	-818
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	4,750	0.18	-4,750	6,316	0.24	-6,316
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	0	0.00	0	0.00	0	10,024	0.37	-10,024
17,572	9.95	40,111	13.36	-22,539	40,030	13.33	-22,458	Total P/R & R/Benefits- Rooms	204,603	12.38	384,966	14.26	-180,363	396,411	14.80	-191,808
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	180	0.06	-180	126	0.04	-126	Newspapers	257	0.02	1,619	0.06	-1,363	1,512	0.06	-1,256
2,794	1.58	12,008	4.00	-9,214	7,541	2.51	-4,747	Comp Breakfast	43,190	2.61	107,956	4.00	-64,766	95,673	3.57	-52,483
0	0.00	250	0.08	-250	959	0.32	-959	Comp Breakfast- Equipment	700	0.04	1,000	0.04	-300	2,977	0.11	-2,276
20	0.01	0	0.00	20	106	0.04	-86	Laundry Supplies	681	0.04	0	0.00	681	437	0.02	243
148	0.08	1,651	0.55	-1,503	653	0.22	-506	Linen Supplies	6,023	0.36	14,844	0.55	-8,821	12,313	0.46	-6,290
1,500	0.85	1,820	0.61	-320	1,654	0.55	-154	Cable TV	14,231	0.86	18,200	0.67	-3,969	19,384	0.72	-5,152
361	0.20	370	0.12	-10	361	0.12	-1	HSIA Support	3,508	0.21	3,700	0.14	-192	4,090	0.15	-582
0	0.00	3,500	1.17	-3,500	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.14	-3,750	66	0.00	-66
669	0.38	1,051	0.35	-382	2,725	0.91	-2,056	Reservations Expense	9,290	0.56	9,446	0.35	-156	11,384	0.42	-2,093
867	0.49	3,002	1.00	-2,135	2,758	0.92	-1,890	Guest Room Supplies	11,248	0.68	26,989	1.00	-15,741	26,500	0.99	-15,252
137	0.08	841	0.28	-704	785	0.26	-648	Cleaning Supplies	5,547	0.34	7,557	0.28	-2,009	8,190	0.31	-2,643
161	0.09	498	0.17	-337	529	0.18	-368	Ecolab Core Supplies	3,565	0.22	4,576	0.17	-1,011	4,519	0.17	-953
2,547	1.44	8,556	2.85	-6,008	6,345	2.11	-3,798	Travel Agents Commission	51,917	3.14	76,919	2.85	-25,002	73,317	2.74	-21,400
255	0.14	360	0.12	-105	394	0.13	-138	Uniforms	857	0.05	3,239	0.12	-2,382	3,424	0.13	-2,567
0	0.00	0	0.00	0	155	0.05	-155	Walk Expense	740	0.04	500	0.02	240	695	0.03	46
637	0.36	0	0.00	637	0	0.00	637	COVID 19 Supplies	2,556	0.15	0	0.00	2,556	0	0.00	2,556
10,096	5.72	34,086	11.35	-23,990	25,090	8.36	-14,994	Total Operating - Rooms	154,311	9.34	280,295	10.39	-125,984	264,480	9.87	-110,169
27,668	15.67	74,197	24.72	-46,530	65,120	21.69	-37,452	Total Expenses- Rooms	358,914	21.72	665,261	24.65	-306,347	660,891	24.67	-301,977
124,742	70.64	279,350	93.05	-154,607	288,356	96.05	-163,614	Net Income- Rooms	1,771,830	107.21	2,966,172	109.90	-1,194,342	2,907,479	108.52	-1,135,649

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)
For Property: Hampton Inn Stuart (Capstone)
00- Master P&L-CAPSTONE
As of 10/31/2020

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FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	0	0.00	0
0	0.00	5	0.00	-5	0	0.00	0	Long Distance	0	0.00	50	0.00	-50	0	0.00	0
89	0.00	150	0.00	-61	99	0.00	-10	Internet Access Fees	812	0.00	1,349	0.00	-538	985	0.00	-173
89	0.00	155	0.00	-66	99	0.00	-10	Total Phone Revenues	812	0.00	1,399	0.00	-588	985	0.00	-173
COS- Communication																
1,414	0.91	1,100	0.31	314	1,096	0.30	318	COS-Local	13,571	0.63	11,000	0.30	2,571	10,903	0.30	2,668
65	0.00	120	2,400.00	-55	-140	0.00	204	COS-Long Distance	646	0.00	1,200	2,400.00	-554	3,298	#####	-2,652
905	1,015.36	1,200	799.47	-295	1,192	1,203.88	-287	COS-HSIA ISP	8,016	987.43	12,000	889.25	-3,984	12,954	1,315.10	-4,938
2,383	0.00	2,420	0.00	-37	2,148	0.00	235	Total COS- Comm	22,233	0.00	24,200	0.00	-1,967	27,155	0.00	-4,922
-2,294	0.00	-2,265	0.00	-29	-2,049	0.00	-245	Gross Margin- Comm	-21,421	0.00	-22,801	0.00	1,380	-26,170	0.00	4,749
Operating Expenses																
0	0.00	100	0.00	-100	100	0.00	-100	Equipment Cost	790	0.00	1,000	0.00	-210	690	0.00	100
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	0	0.00	600	0.00	-600	591	0.00	-591
0	0.00	100	0.00	-100	100	0.00	-100	Total Operating - Comm	790	0.00	1,600	0.00	-810	1,281	0.00	-491
2,294	0.00	2,365	0.00	-71	2,149	0.00	145	N.I.- Comm Dept	22,211	0.00	24,401	0.00	-2,190	27,451	0.00	-5,240

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	75	2.20	-75	223	4.45	-223	Laundry/Valet	47	0.16	825	2.60	-778	641	2.01	-594
0	0.00	0	0.00	0	2,136	42.75	-2,136	Gift Shop Sales	0	0.00	0	0.00	0	20,870	65.28	-20,870
42	1.78	300	8.82	-258	653	13.07	-611	Vending	1,422	4.72	3,100	9.76	-1,678	2,869	8.97	-1,447
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	75	0.25	0	0.00	75	266	0.83	-191
0	0.00	550	16.17	-550	1,650	33.01	-1,650	Late Cancellation Income	11,688	38.83	5,500	17.31	6,188	6,257	19.57	5,431
791	33.45	75	2.20	716	275	5.50	516	Smoking Fee	2,441	8.11	750	2.36	1,691	525	1.64	1,916
0	0.00	0	0.00	0	60	1.20	-60	Tax Discounts Earned	330	1.10	0	0.00	330	540	1.69	-210
1,531	64.76	2,402	70.60	-870	0	0.00	1,531	Market Sales	14,097	46.83	21,591	67.97	-7,495	0	0.00	14,097
2,364	100.00	3,402	100.00	-1,037	4,997	100.00	-2,633	Total Miscellaneous Revenues	30,100	100.00	31,766	100.00	-1,666	31,969	100.00	-1,869
COSales- Miscellaneous																
0	0.00	71	95.00	-71	-15	-6.74	15	COS-Laundry/Valet	0	0.00	784	95.00	-784	372	57.95	-372
0	0.00	0	0.00	0	1,438	67.32	-1,438	COS-Gift Shop	583	0.00	0	0.00	583	11,136	53.36	-10,553
519	33.87	1,201	50.00	-682	0	0.00	519	COS- Market	5,325	37.77	10,796	50.00	-5,471	0	0.00	5,325
519	21.93	1,272	37.40	-754	1,423	28.48	-905	Total COS- Miscellaneous	5,907	19.63	11,579	36.45	-5,672	11,507	35.99	-5,600
750	100.00	1,300	100.00	-550	1,975	100.00	-1,225	Banquet Room Rental	4,375	100.00	13,000	100.00	-8,625	11,836	100.00	-7,461
750	100.00	1,300	100.00	-550	1,975	100.00	-1,225	Total Meeting Room Revenues	4,375	100.00	13,000	100.00	-8,625	11,836	100.00	-7,461
Cost of Sales- Meeting Room																
2,596	109.79	3,430	100.82	-834	5,549	111.04	-2,953	Total Miscellaneous Profit	28,567	94.91	33,187	104.47	-4,620	32,298	101.03	-3,730

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
5,614	3.61	5,424	1.51	190	5,280	1.46		334 General Manager	48,274	2.23	53,365	1.45	-5,091	50,860	1.41	-2,586
3,766	2.42	3,674	1.03	92	0	0.00		3,766 Assistant General Manager	33,487	1.55	36,149	0.98	-2,662	0	0.00	33,487
768	0.49	821	0.23	-53	392	0.11		376 Payroll Taxes	6,872	0.32	8,092	0.22	-1,220	4,531	0.13	2,341
490	0.31	1,125	0.31	-635	625	0.17		-135 Employee Benefits	4,507	0.21	11,250	0.31	-6,743	5,245	0.15	-739
659	0.42	0	0.00	659	0	0.00		659 Vacation /PTO	10,533	0.49	0	0.00	10,533	0	0.00	10,533
0	0.00	0	0.00	0	0	0.00		0 Holiday	1,589	0.07	0	0.00	1,589	715	0.02	874
0	0.00	1,292	0.36	-1,292	0	0.00		0 Bonus/Incentive Pay	4,350	0.20	12,917	0.35	-8,566	8,510	0.24	-4,159
11,297	7.26	12,335	3.44	-1,038	6,297	1.75		5,000 Total P/R & R/B- A&G	109,613	5.06	121,773	3.31	-12,160	69,862	1.93	39,751
Operating Expenses- A&G																
27	0.02	450	0.13	-423	416	0.12		-389 Employee Relations	2,677	0.12	4,850	0.13	-2,173	5,448	0.15	-2,771
2,000	1.29	2,000	0.56	0	2,000	0.55		0 Accounting Fees	20,000	0.92	20,000	0.54	0	20,000	0.55	0
1,420	0.91	1,517	0.42	-96	1,282	0.36		138 Data Processing	14,147	0.65	15,167	0.41	-1,020	16,062	0.44	-1,915
19	0.01	300	0.08	-282	537	0.15		-519 Office Supplies	1,559	0.07	2,699	0.07	-1,140	2,825	0.08	-1,266
44	0.03	45	0.01	-1	44	0.01		0 Muzak	374	0.02	450	0.01	-76	436	0.01	-62
0	0.00	300	0.08	-300	139	0.04		-139 Travel & Lodging	935	0.04	6,200	0.17	-5,265	4,938	0.14	-4,003
0	0.00	75	0.02	-75	0	0.00		0 Telephone	112	0.01	750	0.02	-638	200	0.01	-88
517	0.33	0	0.00	517	517	0.14		0 Licenses and Permits	2,136	0.10	1,530	0.04	606	1,847	0.05	289
9	0.01	90	0.03	-81	28	0.01		-19 Postage	444	0.02	810	0.02	-365	976	0.03	-531
0	0.00	50	0.01	-50	0	0.00		0 Recruitment	729	0.03	1,200	0.03	-471	1,229	0.03	-500
123	0.08	125	0.03	-2	114	0.03		9 Employment Screening/ Drug Testing	491	0.02	1,250	0.03	-759	1,176	0.03	-685
0	0.00	0	0.00	0	0	0.00		0 Training	570	0.03	0	0.00	570	1,099	0.03	-529
120	0.08	270	0.08	-150	150	0.04		-30 Dues/Subscriptions	1,293	0.06	2,429	0.07	-1,136	3,322	0.09	-2,029
2,907	1.87	9,283	2.59	-6,375	9,775	2.71		-6,867 Credit Card Commissions	63,992	2.96	95,250	2.59	-31,258	94,881	2.63	-30,889
-1,239	-0.80	0	0.00	-1,239	-2,100	-0.58		861 Cash Over/Short	2,866	0.13	0	0.00	2,866	2,613	0.07	253
0	0.00	28	0.01	-28	0	0.00		0 Equipment Rental	235	0.01	280	0.01	-45	0	0.00	235
286	0.18	350	0.10	-64	477	0.13		-191 Payroll Services	4,541	0.21	3,850	0.10	691	6,367	0.18	-1,826
845	0.54	1,017	0.28	-172	1,016	0.28		-171 Bank Charges	9,701	0.45	10,170	0.28	-469	10,220	0.28	-519
110	0.07	0	0.00	110	209	0.06		-99 Chargebacks	1,423	0.07	0	0.00	1,423	5,210	0.14	-3,786
955	0.61	1,391	0.39	-436	726	0.20		229 Workers Comp Insurance	10,307	0.48	15,408	0.42	-5,101	14,262	0.39	-3,955
8,144	5.24	17,291	4.83	-9,147	15,330	4.25		-7,186 Total Operating- A&G	138,533	6.40	182,292	4.96	-43,758	193,110	5.35	-54,577
19,441	12.50	29,626	8.27	-10,185	21,627	6.00		-2,186 Total Expenses- A&G	248,146	11.46	304,065	8.27	-55,918	262,972	7.28	-14,826

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

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SALES DEPARTMENT																
SALES																
P/R & R/B																
4,747	3.05	4,174	1.17	573	3,997	1.11	751	Sales Manager	40,975	1.89	41,740	1.14	-765	38,722	1.07	2,253
498	0.32	1,242	0.35	-744	877	0.24	-379	Revenue Management	6,598	0.30	12,416	0.34	-5,817	9,106	0.25	-2,508
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.02	1,721	0.05	-1,205	0	0.00	516
315	0.20	398	0.11	-83	308	0.09	7	Payroll Taxes	3,149	0.15	4,037	0.11	-887	3,409	0.09	-259
877	0.56	608	0.17	269	574	0.16	303	Employee Benefits	8,643	0.40	6,080	0.17	2,563	5,807	0.16	2,836
150	0.10	0	0.00	150	189	0.05	-39	Vacation / PTO	5,222	0.24	0	0.00	5,222	756	0.02	4,466
0	0.00	0	0.00	0	0	0.00	0	Holiday	796	0.04	0	0.00	796	734	0.02	62
0	0.00	626	0.17	-626	0	0.00	0	Bonus/Incentive Pay	2,361	0.11	7,194	0.20	-4,833	5,405	0.15	-3,044
6,587	4.24	7,219	2.02	-632	5,945	1.65	642	Total P/R & R/B- Sales	68,261	3.15	73,188	1.99	-4,927	63,939	1.77	4,322
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	75	0.00	-75	25	0.00	-25
20	0.01	0	0.00	20	6	0.00	14	Office Supplies	-78	0.00	75	0.00	-153	158	0.00	-237
45	0.03	100	0.03	-55	95	0.03	-49	Travel & Lodging	210	0.01	2,800	0.08	-2,591	1,954	0.05	-1,744
0	0.00	40	0.01	-40	13	0.00	-13	Meals & Entertainment	100	0.00	400	0.01	-300	468	0.01	-368
79	0.05	150	0.04	-71	158	0.04	-79	Promotions	146	0.01	1,915	0.05	-1,769	805	0.02	-659
0	0.00	50	0.01	-50	50	0.01	-50	Telephone	100	0.00	500	0.01	-400	400	0.01	-300
0	0.00	0	0.00	0	0	0.00	0	Sales Training	37	0.00	125	0.00	-88	42	0.00	-5
-2,310	-1.49	0	0.00	-2,310	0	0.00	-2,310	Dues & Subscriptions	4,701	0.22	7,799	0.21	-3,098	4,427	0.12	274
0	0.00	0	0.00	0	0	0.00	0	Trade Show	-248	-0.01	0	0.00	-248	21	0.00	-269
0	0.00	0	0.00	0	0	0.00	0	Display Advertising	0	0.00	127	0.00	-127	0	0.00	0
0	0.00	250	0.07	-250	200	0.06	-200	e Commerce Costs	0	0.00	2,500	0.07	-2,500	2,385	0.07	-2,385
0	0.00	1,681	0.47	-1,681	1,371	0.38	-1,371	Brand Paid Search	8,203	0.38	15,114	0.41	-6,911	14,527	0.40	-6,325
0	0.00	150	0.04	-150	0	0.00	0	Internet Advertising	0	0.00	1,500	0.04	-1,500	803	0.02	-803
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	300	0.01	-300	0	0.00	0
-2,166	-1.39	2,421	0.68	-4,587	1,893	0.53	-4,059	Total Operating- Sales	13,170	0.61	33,230	0.90	-20,060	26,015	0.72	-12,845
4,421	2.84	9,641	2.69	-5,219	7,838	2.17	-3,417	Total Expenses-Sales	81,431	3.76	106,417	2.89	-24,986	89,954	2.49	-8,523

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,465	1.96	3,879	1.29	-414	3,666	1.22	-201	Chief Engineer	25,980	1.57	37,723	1.40	-11,743	32,560	1.22	-6,579
1,929	1.09	2,094	0.70	-165	1,777	0.59	152	General Maintenance	16,654	1.01	20,604	0.76	-3,950	17,823	0.67	-1,169
379	0.21	436	0.15	-57	373	0.12	5	Payroll Taxes	3,314	0.20	4,313	0.16	-999	3,846	0.14	-532
1,031	0.58	1,061	0.35	-30	1,004	0.33	27	Employee Benefits	8,675	0.52	10,610	0.39	-1,935	10,300	0.38	-1,626
0	0.00	0	0.00	0	0	0.00	0	Holiday	715	0.04	0	0.00	715	893	0.03	-178
166	0.09	0	0.00	166	0	0.00	166	Vacation /PTO	3,648	0.22	0	0.00	3,648	2,483	0.09	1,165
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	750	0.03	-750	0	0.00	0
6,970	3.95	7,470	2.49	-500	6,821	2.27	149	Total P/R & Related Expenses- Maintenance	58,986	3.57	74,000	2.74	-15,014	67,905	2.53	-8,920
Operating Expenses- R & M																
43	0.02	270	0.09	-227	120	0.04	-77	Laundry Equipment	1,090	0.07	2,429	0.09	-1,339	2,261	0.08	-1,171
180	0.10	300	0.10	-120	257	0.09	-77	Building Maintenance	1,376	0.08	2,699	0.10	-1,323	2,842	0.11	-1,466
0	0.00	0	0.00	0	199	0.07	-199	Office Equipment	88	0.01	0	0.00	88	381	0.01	-293
87	0.05	240	0.08	-153	189	0.06	-102	Light Bulbs	705	0.04	2,159	0.08	-1,454	2,005	0.07	-1,300
1,735	0.98	330	0.11	1,405	31	0.01	1,704	Electrical & Mechanical	6,405	0.39	2,969	0.11	3,436	2,711	0.10	3,694
11	0.01	901	0.30	-890	1,004	0.33	-993	HVAC	7,341	0.44	8,097	0.30	-756	7,046	0.26	295
4	0.00	368	0.12	-364	138	0.05	-134	Plumbing & Boiler	7,198	0.44	7,925	0.29	-728	3,732	0.14	3,466
0	0.00	550	0.18	-550	2,130	0.71	-2,130	Pool	1,297	0.08	5,500	0.20	-4,203	9,127	0.34	-7,831
25	0.01	1,850	0.62	-1,825	4,090	1.36	-4,065	Grounds & Landscaping	10,437	0.63	18,500	0.69	-8,063	23,486	0.88	-13,049
0	0.00	30	0.01	-30	0	0.00	0	Signage	12	0.00	270	0.01	-258	200	0.01	-188
0	0.00	270	0.09	-270	673	0.22	-673	Furniture & Fixtures	1,701	0.10	2,429	0.09	-728	3,085	0.12	-1,384
18	0.01	90	0.03	-72	30	0.01	-12	Painting	772	0.05	810	0.03	-38	1,114	0.04	-343
0	0.00	100	0.03	-100	1,296	0.43	-1,296	Carpet & Floor	30	0.00	2,700	0.10	-2,670	3,226	0.12	-3,196
0	0.00	60	0.02	-60	0	0.00	0	Window Treatments	0	0.00	540	0.02	-540	0	0.00	0
0	0.00	60	0.02	-60	0	0.00	0	Telephone	200	0.01	540	0.02	-340	0	0.00	200
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	0	0.00	100	0.00	-100	0	0.00	0
156	0.09	180	0.06	-24	0	0.00	156	Locks & Keys	365	0.02	1,619	0.06	-1,255	1,728	0.06	-1,363
0	0.00	30	0.01	-30	201	0.07	-201	Radio & TV	0	0.00	270	0.01	-270	538	0.02	-538
21	0.01	265	0.09	-244	197	0.07	-176	Exterminating	1,240	0.08	2,650	0.10	-1,410	2,669	0.10	-1,429
0	0.00	0	0.00	0	0	0.00	0	License & Permits	0	0.00	0	0.00	0	300	0.01	-300
0	0.00	100	0.03	-100	27	0.01	-27	Maintenance Contracts	1,155	0.07	1,000	0.04	155	1,216	0.05	-61
30	0.02	0	0.00	30	0	0.00	30	Equipment Rental	30	0.00	0	0.00	30	0	0.00	30
0	0.00	800	0.27	-800	345	0.11	-345	Fire & Safety	4,091	0.25	5,200	0.19	-1,109	4,513	0.17	-422
0	0.00	116	0.04	-116	0	0.00	0	Elevator	3,512	0.21	4,243	0.16	-731	4,127	0.15	-616
2,310	1.31	6,910	2.30	-4,600	10,926	3.64	-8,616	Total Operating - R & M	49,043	2.97	72,649	2.69	-23,605	76,307	2.85	-27,264
9,280	5.25	14,380	4.79	-5,100	17,748	5.91	-8,468	Total Expenses- R & M	108,029	6.54	146,648	5.43	-38,620	144,212	5.38	-36,184

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,488	3.67	8,789	2.93	-2,301	7,302	2.43	-815	Electricity	55,704	3.37	74,091	2.75	-18,387	67,905	2.53	-12,202
562	0.32	1,050	0.35	-488	1,001	0.33	-439	Gas	7,925	0.48	10,168	0.38	-2,243	10,510	0.39	-2,585
1,900	1.08	2,381	0.79	-481	2,248	0.75	-347	Water & Sewer	20,240	1.22	23,744	0.88	-3,504	25,040	0.93	-4,799
781	0.44	660	0.22	121	763	0.25	18	Waste Removal	6,470	0.39	6,600	0.24	-130	6,740	0.25	-270
9,730	5.51	12,880	4.29	-3,150	11,314	3.77	-1,583	Total Expenses- Utilities	90,339	5.47	114,603	4.25	-24,264	110,195	4.11	-19,856

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
9,145	6.00	21,246	6.01	-12,101	21,208	6.00	-12,063	Franchise Fees/ Royalties	135,436	6.36	218,216	6.01	-82,780	214,450	6.01	-79,013
6,278	4.12	14,164	4.01	-7,886	14,139	4.00	-7,861	Advertising	90,472	4.25	145,477	4.01	-55,005	143,019	4.01	-52,547
3,049	2.00	13,569	3.84	-10,520	7,636	2.16	-4,587	Frequent Traveler	70,988	3.33	121,990	3.36	-51,002	119,045	3.34	-48,057
0	0.00	100	0.03	-100	0	0.00	0	Brand Guest Fees	590	0.03	1,000	0.03	-410	690	0.02	-100
18,471	12.12	49,079	13.88	-30,607	42,983	12.16	-24,511	Total Franchise Fees Expense	297,487	13.96	486,684	13.40	-189,197	477,204	13.37	-179,718

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
3,888	2.50	8,960	2.50	-5,072	9,011	2.50	-5,123	Management Fees	54,132	2.50	91,940	2.50	-37,808	90,295	2.50	-36,163
3,706	2.38	0	0.00	3,706	0	0.00	3,706	Management Fees- Owner	10,977	0.51	0	0.00	10,977	0	0.00	10,977
7,594	4.88	8,960	2.50	-1,366	9,011	2.50	-1,417	Total Management Fees Expense	65,109	3.01	91,940	2.50	-26,831	90,295	2.50	-25,187

Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
26,899	17.30	26,198	7.31	701	25,497	7.07	1,402	Ground Lease	257,073	11.87	255,671	6.95	1,402	249,510	6.91	7,563
12,355	7.94	13,593	3.79	-1,238	12,355	3.43		0 FF & E Reserve	123,553	5.71	135,930	3.70	-12,377	137,654	3.81	-14,101
14,649	9.42	14,649	4.09	0	13,488	3.74	1,161	Real Estate Tax	146,493	6.77	146,493	3.98	0	134,880	3.73	11,613
804	0.52	804	0.22	0	1,327	0.37	-523	Personal Property Tax	8,258	0.38	8,039	0.22	219	6,891	0.19	1,367
4,757	3.06	4,129	1.15	628	4,111	1.14	646	Insurance	45,389	2.10	43,052	1.17	2,337	43,107	1.19	2,281
59,464	38.23	59,373	16.57	91	56,778	15.75	2,687	TOTAL FIXED EXPENSES	580,765	26.82	589,184	16.03	-8,420	572,042	15.84	8,722

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	21,979	1.02	0	0.00	21,979	3,389	0.09	18,590
45,395	29.19	0	0.00	45,395	45,395	12.59	0	Depreciation	453,950	20.97	0	0.00	453,950	453,950	12.57	0
3,620	2.33	0	0.00	3,620	3,620	1.00	0	Amortization Expense	36,200	1.67	0	0.00	36,200	36,200	1.00	0
37,470	24.09	37,470	10.46	0	37,715	10.46	-245	Interest Expense	374,148	17.28	374,702	10.19	-554	377,896	10.46	-3,748
0	0.00	3,584	1.00	-3,584	3,604	1.00	-3,604	Asset Management Fee	10,121	0.47	36,776	1.00	-26,655	36,122	1.00	-26,001
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-87	0.00	0	0.00	-87	0	0.00	-87
5,183	3.33	0	0.00	5,183	1,365	0.38	3,817	Extraordinary Expenses	13,479	0.62	0	0.00	13,479	32,352	0.90	-18,873
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	632	0.02	-632
3,060		0		3,060	0		3,060	Ground Lease Tax	12,239		0		12,239	0		12,239
0	0.00	0	0.00	0	0	0.00	0	Metro & County Business Tax	0	0.00	0	0.00	0	26	0.00	-26
94,727	60.91	41,054	11.46	53,673	91,700	25.44	3,028	Total Other	922,029	42.58	411,478	11.19	510,551	940,568	26.04	-18,539

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Company: 1150 NW Federal-Stuart dba HI Stuart Property: Hampton Inn Stuart (Capstone)

For Property: Hampton Inn Stuart (Capstone)

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
4,061		4,061		0	4,061		0	Total Rooms Available	39,955		39,955		0	39,824		131
1,254		2,588		-1,334	2,579		-1,325	Total Rooms Sold	11,304		28,460		-17,156	28,096		-16,792
30.88%		63.73%		-32.85%	63.51%		-32.63%	Occupancy %	28.29%		71.23%		-42.94%	70.55%		-42.26%
69.26		111.21		-41.96	111.15		-41.89	Average Rate	92.17		119.62		-27.46	115.73		-23.56
21.39		70.87		-49.49	70.59		-49.20	REVPAR	26.08		85.21		-59.13	81.65		-55.57
REVENUES																
86,849	95.40	287,822	96.00	-200,973	286,657	96.91	-199,808	ROOMS	1,041,860	96.02	3,404,462	96.54	-2,362,602	3,251,608	96.53	-2,209,749
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
4,184	4.60	11,984	4.00	-7,800	9,151	3.09	-4,967	MISCELLANEOUS	43,168	3.98	122,172	3.46	-79,004	116,783	3.47	-73,615
91,033	100.00	299,806	100.00	-208,774	295,808	100.00	-204,775	TOTAL REVENUES	1,085,027	100.00	3,526,634	100.00	-2,441,606	3,368,391	100.00	-2,283,364
DEPARTMENT EXPENSES																
27,793	32.00	80,521	27.98	-52,728	93,309	32.55	-65,516	ROOMS EXPENSE	358,147	34.38	857,846	25.20	-499,699	858,181	26.39	-500,034
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
-104	-2.49	1,899	15.85	-2,004	2,703	29.54	-2,808	MISCELLANEOUS EXPENSE	6,631	15.36	20,162	16.50	-13,532	22,652	19.40	-16,022
27,689	30.42	82,420	27.49	-54,731	96,012	32.46	-68,324	TOTAL DEPARTMENTAL EXPENSES	364,778	33.62	878,009	24.90	-513,231	880,834	26.15	-516,056
DEPARTMENTAL PROFIT																
59,056	68.00	207,301	72.02	-148,245	193,348	67.45	-134,292	ROOMS PROFIT	683,713	65.62	2,546,616	74.80	-1,862,903	2,393,427	73.61	-1,709,715
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
4,288	102.49	10,085	84.15	-5,797	6,447	70.46	-2,159	MISCELLANEOUS PROFIT	36,537	84.64	102,009	83.50	-65,472	94,130	80.60	-57,593
63,344	69.58	217,386	72.51	-154,042	199,795	67.54	-136,451	TOTAL DEPARTMENTAL PROFIT	720,249	66.38	2,648,625	75.10	-1,928,376	2,487,557	73.85	-1,767,308
17,262	18.96	31,976	10.67	-14,714	41,135	13.91	-23,874	A & G EXPENSE	262,900	24.23	352,975	10.01	-90,075	337,167	10.01	-74,268
3,963	4.35	2,435	0.81	1,528	2,391	0.81	1,571	TELECOM	27,901	2.57	24,350	0.69	3,551	24,563	0.73	3,338
8,013	8.80	12,381	4.13	-4,368	11,704	3.96	-3,692	SALES & MARKETING EXPENSES	76,572	7.06	133,718	3.79	-57,147	126,122	3.74	-49,550
11,305	12.42	40,620	13.55	-29,314	40,747	13.77	-29,442	FRANCHISE FEES	149,224	13.75	479,704	13.60	-330,480	461,128	13.69	-311,905
15,661	17.20	17,656	5.89	-1,996	14,792	5.00	868	MAINTENANCE EXPENSES	121,176	11.17	173,043	4.91	-51,867	165,525	4.91	-44,350
8,768	9.63	13,433	4.48	-4,665	17,687	5.98	-8,919	UTILITIES EXPENSE	101,248	9.33	142,092	4.03	-40,844	141,162	4.19	-39,914
64,971	71.37	118,501	39.53	-53,530	128,458	43.43	-63,487	TOTAL ADMIN EXPENSES	739,019	68.11	1,305,881	37.03	-566,862	1,255,667	37.28	-516,648
-1,627	-1.79	98,886	32.98	-100,512	71,337	24.12	-72,964	HOUSE PROFIT	-18,770	-1.73	1,342,744	38.07	-1,361,513	1,231,890	36.57	-1,250,660
FIXED EXPENSES																
6,010	6.60	7,499	2.50	-1,490	7,395	2.50	-1,385	MANAGEMENT FEES	38,131	3.51	88,206	2.50	-50,075	84,212	2.50	-46,081
17,041	18.72	64,990	21.68	-47,949	67,463	22.81	-50,422	FIXED EXPENSES	628,172	57.89	667,493	18.93	-39,321	655,891	19.47	-27,719

-24,677	-27.11	26,396	8.80	-51,074	-3,521	-1.19	-21,156	NET OPERATING INCOME	-685,073	-63.14	587,045	16.65	-1,272,118	491,787	14.60	-1,176,860
81,463	89.49	36,494	12.17	44,969	86,199	29.14	-4,736	Other	853,152	78.63	370,227	10.50	482,926	913,542	27.12	-60,390
-106,140	-116.60	-10,098	-3.37	-96,042	-89,720	-30.33	-16,420	N.I. after Other	-1,538,225	-141.77	216,818	6.15	-1,755,043	-421,755	-12.52	-1,116,470
-58,177		-10,098		-48,079	-41,757		-16,420	Cash before Depreciation/Amortization	-1,058,595		216,818		-1,275,413	57,875		-1,116,470

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Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
18,093	20.83	83,555	29.03	-65,462	114,732	40.02	-96,640	Rack/ Premium	351,654	33.75	1,062,676	31.21	-711,022	1,148,242	35.31	-796,588
763	0.88	36,674	12.74	-35,910	54,682	19.08	-53,918	Corporate	104,572	10.04	562,980	16.54	-458,408	508,646	15.64	-404,074
62,897	72.42	119,325	41.46	-56,427	81,811	28.54	-18,913	Discounts - Other	416,284	39.96	1,107,491	32.53	-691,208	988,237	30.39	-571,953
0	0.00	9,240	3.21	-9,240	5,809	2.03	-5,809	Government	6,759	0.65	146,763	4.31	-140,003	55,362	1.70	-48,603
4,663	5.37	13,665	4.75	-9,003	13,616	4.75	-8,953	Locally Negotiated Rate	81,410	7.81	184,455	5.42	-103,045	204,662	6.29	-123,252
-720	-0.83	0	0.00	-720	-529	-0.18	-191	Allowances	-3,231	-0.31	0	0.00	-3,231	-7,417	-0.23	4,186
85,697	98.67	262,458	91.19	-176,762	270,121	94.23	-184,425	Total Transient Revenue	957,448	91.90	3,064,365	90.01	-2,106,917	2,897,731	89.12	-1,940,283
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
0	0.00	25,364	8.81	-25,364	15,404	5.37	-15,404	Group- Corporate	76,676	7.36	340,097	9.99	-263,421	338,301	10.40	-261,625
0	0.00	25,364	8.81	-25,364	15,404	5.37	-15,404	Total Group Revenue	76,676	7.36	340,097	9.99	-263,421	338,301	10.40	-261,625
1,152	1.33	0	0.00	1,152	1,132	0.39	20	Guaranteed No-Show	7,736	0.74	0	0.00	7,736	15,576	0.48	-7,840
86,849	100.00	287,822	100.00	-200,973	286,657	100.00	-199,808	Total Rooms Revenue	1,041,860	100.00	3,404,462	100.00	-2,362,602	3,251,608	100.00	-2,209,749
ROOM STATISTICS																
219	17	699	27	-480	805	31	-586	Rack/ Premium Rooms	2,855	25	7,436	26	-4,581	7,715	27	-4,860
13	1	336	13	-323	513	20	-500	Corporate Rooms	963	9	4,837	17	-3,874	4,591	16	-3,628
930	74	1,061	41	-131	913	35	17	Discounts - Other Rooms	5,686	50	10,527	37	-4,841	10,145	36	-4,459
0	0	78	3	-78	37	1	-37	Government Rooms	54	0	920	3	-866	364	1	-310
92	7	155	6	-63	125	5	-33	Locally Negotiated Corporate Rooms	1,028	9	1,745	6	-717	2,058	7	-1,030
1,254	100	2,329	90	-1,075	2,393	93	-1,139	Total Transient Stats	10,586	94	25,465	89	-14,879	24,873	89	-14,287
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
0	0	259	10	-259	186	7	-186	Group- Corporate Rooms	718	6	2,995	11	-2,277	3,223	11	-2,505
0	0	259	10	-259	186	7	-186	Total Group Stats	718	6	2,995	11	-2,277	3,223	11	-2,505
1,254	100	2,588	100	-1,334	2,579	100	-1,325	TOTAL ROOM STATISTICS	11,304	100	28,460	100	-17,156	28,096	100	-16,792
Other Room Stats																
3	0	0	0	3	5	0	-2	Comp Rooms	55	0	0	0	55	111	0	-56
799	64	0	0	799	1,795	70	-996	Single Occupancy	7,611	67	0	0	7,611	18,936	67	-11,325
455	36	0	0	455	784	30	-329	Multiple Occupancy	3,631	32	0	0	3,631	9,160	33	-5,529
433	35	0	0	433	128	5	305	Out of Order Rooms	2,677	24	0	0	2,677	1,695	6	982
1,797	143	0	0	1,797	3,525	137	-1,728	# of Guests	15,908	141	0	0	15,908	40,556	144	-24,648

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

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As of 10/31/2020

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ADR																
82.61		119.58		-36.96	142.52		-59.91	Rack/Premium ADR	123.17		142.91		-19.74	148.83		-25.66
58.73		109.01		-50.28	106.59		-47.86	Corporate ADR	108.59		116.39		-7.80	110.79		-2.20
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
67.63		112.46		-44.82	89.61		-21.98	Discount ADR	73.21		105.20		-31.99	97.41		-24.20
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		119.01		-119.01	157.00		-157.00	Government ADR	125.17		159.56		-34.38	152.09		-26.92
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
50.68		88.00		-37.32	108.93		-58.25	Local Negotiated ADR	79.19		105.71		-26.51	99.45		-20.25
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
68.34		112.68		-44.34	112.88		-44.54	Total Transient ADR	90.44		120.34		-29.89	116.50		-26.06
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		98.00		-98.00	82.82		-82.82	Group - Corporate ADR	106.79		113.56		-6.77	104.96		1.83
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		98.00		-98.00	82.82		-82.82	Total Group ADR	106.79		113.56		-6.77	104.96		1.83

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
4,370	3.49	7,290	2.82	-2,920	6,904	2.68	-2,533	FD/ Guest Service Reps	40,648	3.60	81,560	2.87	-40,912	91,771	3.27	-51,123
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	347	0.01	-347
0	0.00	3,062	1.18	-3,062	3,750	1.45	-3,750	Executive Housekeeper	9,488	0.84	29,339	1.03	-19,851	31,913	1.14	-22,425
3,179	2.53	2,297	0.89	882	1,850	0.72	1,329	Asst Exec Housekeeper/ Inspectress	14,864	1.31	22,604	0.79	-7,740	15,856	0.56	-992
5,992	4.78	14,159	5.47	-8,167	8,214	3.19	-2,222	Housekeepers	44,968	3.98	155,699	5.47	-110,731	111,942	3.98	-66,974
108	0.09	5,286	2.04	-5,178	2,460	0.95	-2,352	Housemen	8,282	0.73	51,835	1.82	-43,553	23,514	0.84	-15,232
0	0.00	1,116	0.43	-1,116	2,024	0.78	-2,024	Van Drivers	3,009	0.27	10,980	0.39	-7,971	22,149	0.79	-19,140
609	0.49	3,563	1.38	-2,954	2,959	1.15	-2,350	Laundry	9,637	0.85	39,180	1.38	-29,543	34,717	1.24	-25,080
0	0.00	3,720	1.44	-3,720	2,708	1.05	-2,708	Comp Breakfast Hostess	6,006	0.53	34,416	1.21	-28,410	34,091	1.21	-28,085
3,527	2.81	3,415	1.32	112	4,638	1.80	-1,111	Night Audit	34,955	3.09	33,600	1.18	1,355	32,052	1.14	2,904
1,324	1.06	3,678	1.42	-2,354	3,160	1.23	-1,836	Payroll Taxes	17,310	1.53	38,821	1.36	-21,512	40,112	1.43	-22,802
907	0.72	700	0.27	207	409	0.16	498	Employee Benefits	8,627	0.76	7,000	0.25	1,627	5,616	0.20	3,012
1,067	0.85	675	0.26	392	622	0.24	445	Vacation /PTO	16,957	1.50	6,750	0.24	10,207	6,279	0.22	10,678
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,401	0.30	4,600	0.16	-1,199	4,588	0.16	-1,187
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,000	0.09	0	0.00	1,000	1,229	0.04	-229
0	0.00	0	0.00	0	12,114	4.70	-12,114	Contract Labor- Housekeepers	12,839	1.14	0	0.00	12,839	49,295	1.75	-36,456
0	0.00	0	0.00	0	3,814	1.48	-3,814	Contract Labor- Houseperson	637	0.06	0	0.00	637	10,444	0.37	-9,807
0	0.00	0	0.00	0	508	0.20	-508	Contract Labor- Laundry	859	0.08	0	0.00	859	6,645	0.24	-5,786
0	0.00	0	0.00	0	319	0.12	-319	Contract Labor- Comp Breakfast Host	2,358	0.21	0	0.00	2,358	319	0.01	2,039
21,084	16.81	48,961	18.92	-27,877	56,453	21.89	-35,369	Total P/R & R/Benefits- Rooms	235,845	20.86	516,384	18.14	-280,540	522,878	18.61	-287,034
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	181	0.07	-181	193	0.07	-193	Newspapers	329	0.03	1,992	0.07	-1,663	2,185	0.08	-1,856
1,005	0.80	12,552	4.85	-11,546	15,040	5.83	-14,034	Comp Breakfast	38,261	3.38	138,031	4.85	-99,770	137,802	4.90	-99,541
0	0.00	65	0.03	-65	994	0.39	-994	Comp Breakfast- Equipment	1,190	0.11	650	0.02	540	1,458	0.05	-268
0	0.00	78	0.03	-78	144	0.06	-144	Guest Transportation	261	0.02	854	0.03	-593	1,402	0.05	-1,141
224	0.18	259	0.10	-35	0	0.00	224	Laundry Supplies	486	0.04	2,846	0.10	-2,360	2,189	0.08	-1,703
-13	-0.01	1,423	0.55	-1,436	1,721	0.67	-1,734	Linen Supplies	6,587	0.58	15,653	0.55	-9,066	16,763	0.60	-10,176
1,327	1.06	1,290	0.50	37	1,287	0.50	40	Cable TV	10,860	0.96	12,900	0.45	-2,040	11,621	0.41	-760
459	0.37	460	0.18	-2	459	0.18	0	HSIA Support	4,488	0.40	4,600	0.16	-112	4,774	0.17	-286
0	0.00	0	0.00	0	-349	-0.14	349	Printing & Stationary	26	0.00	0	0.00	26	394	0.01	-368
1,483	1.18	1,423	0.55	59	2,283	0.89	-801	Reservations Expense	11,277	1.00	15,653	0.55	-4,376	20,506	0.73	-9,229
297	0.24	3,002	1.16	-2,706	2,756	1.07	-2,460	Guest Room Supplies	13,468	1.19	33,014	1.16	-19,545	31,217	1.11	-17,749
368	0.29	776	0.30	-409	443	0.17	-76	Cleaning Supplies	3,437	0.30	8,538	0.30	-5,101	9,540	0.34	-6,103
1,381	1.10	499	0.19	882	266	0.10	1,115	Ecolab Core Supplies	2,732	0.24	4,898	0.17	-2,166	2,752	0.10	-20
0	0.00	200	0.08	-200	0	0.00	0	Evening Social- Food	0	0.00	2,000	0.07	-2,000	895	0.03	-895
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Beverage	57	0.01	0	0.00	57	11	0.00	46
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Equipment	0	0.00	0	0.00	0	92	0.00	-92
-70	-0.06	8,851	3.42	-8,921	11,039	4.28	-11,110	Travel Agents Commission	25,434	2.25	97,333	3.42	-71,899	88,434	3.15	-63,000
0	0.00	500	0.19	-500	180	0.07	-180	Uniforms	1,338	0.12	2,500	0.09	-1,162	2,250	0.08	-912
0	0.00	0	0.00	0	398	0.15	-398	Walk Expense	0	0.00	0	0.00	0	1,018	0.04	-1,018
248	0.20	0	0.00	248	0	0.00	248	COVID 19 Supplies	2,070	0.18	0	0.00	2,070	0	0.00	2,070
6,709	5.35	31,560	12.19	-24,851	36,856	14.29	-30,147	Total Operating - Rooms	122,303	10.82	341,462	12.00	-219,159	335,303	11.93	-213,000
27,793	22.16	80,521	31.11	-52,728	93,309	36.18	-65,516	Total Expenses- Rooms	358,147	31.68	857,846	30.14	-499,699	858,181	30.54	-500,034

59,056	47.09	207,301	80.10	-148,245	193,348	74.97	-134,292	Net Income- Rooms	683,713	60.48	2,546,616	89.48	-1,862,903	2,393,427	85.19	-1,709,715
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Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter
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FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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TELECOM																
TELEPHONE REVENUES																
0	0.00	40	0.00	-40	0	0.00	0	Long Distance	0	0.00	400	0.00	-400	351	0.00	-351
30	0.00	120	0.00	-90	94	0.00	-64	Internet Access Fees	376	0.00	1,200	0.00	-824	1,025	0.00	-649
30	0.00	160	0.00	-130	94	0.00	-64	Total Phone Revenues	376	0.00	1,600	0.00	-1,224	1,376	0.00	-999
COS- Communication																
1,754	1.93	770	0.26	984	771	0.26	983	COS-Local	11,083	1.02	7,700	0.22	3,383	7,595	0.23	3,489
0	0.00	0	0.00	0	0	0.00	0	COS-Long Distance	0	0.00	0	0.00	0	50	14.26	-50
1,638	5,515.22	1,650	1,375.00	-12	1,614	1,716.32	24	COS-HSIA ISP	15,723	4,181.27	16,500	1,375.00	-777	16,166	1,577.73	-443
3,392	0.00	2,420	0.00	972	2,385	0.00	1,007	Total COS- Comm	26,807	0.00	24,200	0.00	2,607	23,811	0.00	2,996
-3,363	0.00	-2,260	0.00	-1,103	-2,291	0.00	-1,071	Gross Margin- Comm	-26,431	0.00	-22,600	0.00	-3,831	-22,435	0.00	-3,995
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	970	0.00	1,000	0.00	-30	1,000	0.00	-30
500	0.00	75	0.00	425	0	0.00	500	Equipment Maintenance	500	0.00	750	0.00	-250	1,128	0.00	-628
600	0.00	175	0.00	425	100	0.00	500	Total Operating - Comm	1,470	0.00	1,750	0.00	-280	2,128	0.00	-658
3,963	0.00	2,435	0.00	1,528	2,391	0.00	1,571	N.I.- Comm Dept	27,901	0.00	24,350	0.00	3,551	24,563	0.00	3,338

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	104	1.81	-104	99	2.36	-99	Laundry/Valet	38	0.25	1,138	1.90	-1,100	974	1.71	-936
0	0.00	0	0.00	0	0	0.00	0	Movie Income	240	1.58	0	0.00	240	53	0.09	187
0	0.00	0	0.00	0	1,447	34.68	-1,447	Gift Shop Sales	0	0.00	0	0.00	0	22,029	38.75	-22,029
254	28.25	233	4.06	21	0	0.00	254	Vending	815	5.37	2,561	4.28	-1,746	2,162	3.80	-1,347
0	0.00	0	0.00	0	15	0.35	-15	Miscellaneous	4	0.02	0	0.00	4	9	0.02	-5
4	0.41	2,000	34.88	-1,996	1,392	33.35	-1,388	Late Cancellation Income	3,586	23.64	20,000	33.43	-16,414	19,624	34.52	-16,037
0	0.00	250	4.36	-250	232	5.56	-232	Smoking Fee	1,162	7.66	2,500	4.18	-1,338	1,778	3.13	-616
123	13.69	1,000	17.44	-877	989	23.70	-866	Tax Discounts Earned	2,529	16.68	10,000	16.72	-7,471	10,218	17.97	-7,689
518	57.64	2,148	37.46	-1,630	0	0.00	518	Market Sales	6,794	44.79	23,622	39.49	-16,828	0	0.00	6,794
898	100.00	5,734	100.00	-4,836	4,173	100.00	-3,274	Total Miscellaneous Revenues	15,168	100.00	59,822	100.00	-44,654	56,846	100.00	-41,679
COSales- Miscellaneous																
0	0.00	98	95.00	-98	126	127.92	-126	COS-Laundry/Valet	64	168.42	1,081	95.00	-1,017	927	95.17	-863
0	0.00	0	0.00	0	359	24.78	-359	COS-Gift Shop	0	0.00	0	0.00	0	11,618	52.74	-11,618
0	0.00	0	0.00	0	0	0.00	0	COS-Vending Cost	0	0.00	0	0.00	0	663	1.17	-663
0	0.00	0	0.00	0	1,555	37.26	-1,555	COS- Sundry Sales	0	0.00	0	0.00	0	1,967	3.46	-1,967
-71	-13.66	1,074	50.00	-1,145	0	0.00	-71	COS- Market	5,139	75.64	11,811	50.00	-6,672	0	0.00	5,139
-71	-7.87	1,172	20.44	-1,243	2,039	48.87	-2,110	Total COS- Miscellaneous	5,203	34.30	12,892	21.55	-7,690	15,175	26.70	-9,973
2,575	78.37	3,750	60.00	-1,175	3,285	65.99	-710	Banquet Room Rental	18,778	67.07	37,350	59.90	-18,572	34,188	57.04	-15,410
75	2.28	1,400	22.40	-1,325	588	11.80	-513	Banquet Room F & B	4,413	15.76	14,000	22.45	-9,587	14,308	23.87	-9,895
105	3.20	200	3.20	-95	0	0.00	105	Banquet Room AV Rental	315	1.13	2,000	3.21	-1,685	2,035	3.40	-1,720
531	12.68	900	7.51	-369	1,105	12.08	-575	Banquet Room Setup Service Charge	4,494	10.41	9,000	7.37	-4,506	9,405	8.05	-4,912
3,286	100.00	6,250	100.00	-2,964	4,978	100.00	-1,692	Total Meeting Room Revenues	28,000	100.00	62,350	100.00	-34,350	59,936	100.00	-31,936
Cost of Sales- Meeting Room																
-34	-1.02	532	8.51	-566	664	13.34	-698	COS-Banquet Room F & B	1,357	4.85	5,320	8.53	-3,963	6,955	11.60	-5,598
0	0.00	15	0.24	-15	0	0.00	0	COS-Banquet Room AV	21	0.08	150	0.24	-129	96	0.16	-75
0	0.00	180	1.50	-180	0	0.00	0	Banquet Setup Service Charge- Payout	50	0.12	1,800	1.47	-1,750	426	0.36	-376
4,288	477.30	10,085	175.87	-5,797	6,447	154.51	-2,159	Total Miscellaneous Profit	36,537	240.88	102,009	170.52	-65,472	94,130	165.59	-57,593

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
8,176	8.98	8,136	2.71	40	7,920	2.68		255 General Manager	71,661	6.60	78,181	2.22	-6,520	71,024	2.11	638
4,220	4.64	4,199	1.40	21	4,088	1.38		132 Assistant General Manager	37,187	3.43	40,352	1.14	-3,165	20,051	0.60	17,136
845	0.93	888	0.30	-43	865	0.29		-19 Payroll Taxes	8,396	0.77	8,912	0.25	-517	7,867	0.23	529
1,364	1.50	954	0.32	410	-328	-0.11		1,692 Employee Benefits	13,361	1.23	9,540	0.27	3,821	6,164	0.18	7,197
744	0.82	0	0.00	744	0	0.00		744 Vacation /PTO	9,943	0.92	0	0.00	9,943	5,536	0.16	4,407
0	0.00	0	0.00	0	0	0.00		0 Holiday	2,628	0.24	0	0.00	2,628	1,476	0.04	1,152
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	409	0.04	5,250	0.15	-4,841	5,664	0.17	-5,255
15,349	16.86	14,177	4.73	1,172	12,545	4.24		2,804 Total P/R & R/B- A&G	143,585	13.23	142,235	4.03	1,349	117,781	3.50	25,803
Operating Expenses- A&G																
-291	-0.32	450	0.15	-741	119	0.04		-410 Employee Relations	1,657	0.15	5,000	0.14	-3,343	3,891	0.12	-2,234
2,000	2.20	2,000	0.67	0	2,000	0.68		0 Accounting Fees	20,000	1.84	20,000	0.57	0	20,000	0.59	0
1,198	1.32	1,400	0.47	-202	1,113	0.38		85 Data Processing	13,311	1.23	14,100	0.40	-789	12,892	0.38	419
157	0.17	336	0.11	-179	1,210	0.41		-1,053 Office Supplies	2,918	0.27	3,700	0.10	-782	5,131	0.15	-2,213
0	0.00	0	0.00	0	0	0.00		0 Audit Fees	1,310	0.12	0	0.00	1,310	0	0.00	1,310
44	0.05	45	0.02	-1	44	0.01		0 Muzak	468	0.04	450	0.01	18	441	0.01	27
0	0.00	150	0.05	-150	212	0.07		-212 Travel & Lodging	1,138	0.10	7,050	0.20	-5,912	5,845	0.17	-4,708
0	0.00	0	0.00	0	209	0.07		-209 Meals and Entertainment	131	0.01	0	0.00	131	600	0.02	-469
0	0.00	75	0.03	-75	0	0.00		0 Telephone	113	0.01	750	0.02	-637	150	0.00	-37
0	0.00	0	0.00	0	0	0.00		0 Licenses and Permits	6,914	0.64	7,215	0.20	-301	7,515	0.22	-601
-6	-0.01	78	0.03	-84	101	0.03		-107 Postage	328	0.03	854	0.02	-526	1,012	0.03	-685
0	0.00	200	0.07	-200	0	0.00		0 Recruitment	936	0.09	2,000	0.06	-1,064	2,821	0.08	-1,885
183	0.20	100	0.03	83	167	0.06		16 Employment Screening/ Drug Testing	1,123	0.10	750	0.02	373	1,740	0.05	-617
129	0.14	0	0.00	129	476	0.16		-347 Training	3,244	0.30	1,750	0.05	1,494	3,269	0.10	-25
120	0.13	150	0.05	-30	150	0.05		-30 Dues/Subscriptions	1,247	0.11	1,500	0.04	-253	2,612	0.08	-1,365
-4,676	-5.14	8,746	2.92	-13,422	13,461	4.55		-18,137 Credit Card Commissions	26,225	2.42	102,927	2.92	-76,701	103,219	3.06	-76,994
0	0.00	0	0.00	0	1,922	0.65		-1,922 Cash Over/Short	162	0.01	0	0.00	162	-3,112	-0.09	3,274
98	0.11	80	0.03	18	36	0.01		62 Equipment Rental	855	0.08	800	0.02	55	701	0.02	154
255	0.28	530	0.18	-275	491	0.17		-236 Payroll Services	4,229	0.39	5,500	0.16	-1,271	7,353	0.22	-3,124
986	1.08	1,462	0.49	-476	1,408	0.48		-423 Bank Charges	11,252	1.04	14,620	0.41	-3,368	14,578	0.43	-3,326
461	0.51	0	0.00	461	3,682	1.24		-3,221 Chargebacks	8,127	0.75	0	0.00	8,127	6,993	0.21	1,134
1,255	1.38	1,997	0.67	-742	1,790	0.61		-535 Workers Comp Insurance	13,628	1.26	21,774	0.62	-8,146	21,736	0.65	-8,108
1,912	2.10	17,799	5.94	-15,887	28,591	9.67		-26,678 Total Operating- A&G	119,315	11.00	210,739	5.98	-91,424	219,386	6.51	-100,071
17,262	18.96	31,976	10.67	-14,714	41,135	13.91		-23,874 Total Expenses- A&G	262,900	24.23	352,975	10.01	-90,075	337,167	10.01	-74,268

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

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SALES DEPARTMENT																
SALES																
P/R & R/B																
3,822	4.20	5,424	1.81	-1,602	5,280	1.79	-1,458	Director of Sales	42,718	3.94	52,279	1.48	-9,561	46,380	1.38	-3,662
0	0.00	0	0.00	0	45	0.02	-45	Sales Manager	35	0.00	0	0.00	35	421	0.01	-386
458	0.50	1,179	0.39	-721	917	0.31	-460	Revenue Management	6,066	0.56	11,790	0.33	-5,724	9,566	0.28	-3,501
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.05	1,721	0.05	-1,205	0	0.00	516
0	0.00	2,651	0.88	-2,651	3,030	1.02	-3,030	Sales Coordinator	5,960	0.55	26,081	0.74	-20,121	25,843	0.77	-19,883
0	0.00	726	0.24	-726	589	0.20	-589	Payroll Taxes	1,857	0.17	7,282	0.21	-5,425	6,794	0.20	-4,937
0	0.00	516	0.17	-516	456	0.15	-456	Employee Benefits	1,580	0.15	5,160	0.15	-3,580	4,143	0.12	-2,563
229	0.25	0	0.00	229	0	0.00	229	Vacation / PTO	937	0.09	0	0.00	937	3,974	0.12	-3,037
0	0.00	0	0.00	0	0	0.00	0	Holiday	358	0.03	0	0.00	358	1,076	0.03	-718
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	522	0.05	2,700	0.08	-2,178	2,058	0.06	-1,536
4,509	4.95	10,668	3.56	-6,159	10,317	3.49	-5,809	Total P/R & R/B- Sales	60,551	5.58	107,013	3.03	-46,463	100,255	2.98	-39,704
Operating Expenses- Sales																
0	0.00	20	0.01	-20	0	0.00	0	Printing & Stationary	0	0.00	200	0.01	-200	285	0.01	-285
2	0.00	35	0.01	-33	0	0.00	2	Office Supplies	178	0.02	350	0.01	-172	362	0.01	-184
0	0.00	50	0.02	-50	13	0.00	-13	Travel & Lodging	125	0.01	1,500	0.04	-1,375	1,552	0.05	-1,426
0	0.00	50	0.02	-50	13	0.00	-13	Meals & Entertainment	34	0.00	500	0.01	-466	418	0.01	-384
37	0.04	175	0.06	-138	151	0.05	-115	Promotions	411	0.04	2,075	0.06	-1,664	1,136	0.03	-725
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.01	500	0.01	-400	150	0.00	-50
0	0.00	0	0.00	0	0	0.00	0	Sales Training	37	0.00	1,435	0.04	-1,398	1,127	0.03	-1,090
3,192	3.51	183	0.06	3,009	118	0.04	3,074	Dues & Subscriptions	5,620	0.52	4,975	0.14	645	4,358	0.13	1,262
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	2,536	0.23	2,500	0.07	36	2,500	0.07	36
0	0.00	0	0.00	0	0	0.00	0	Display Advertising	11	0.00	0	0.00	11	0	0.00	11
0	0.00	0	0.00	0	200	0.07	-200	e Commerce Costs	250	0.02	0	0.00	250	4,446	0.13	-4,196
273	0.30	1,000	0.33	-727	892	0.30	-619	Brand Paid Search	6,719	0.62	10,445	0.30	-3,726	9,512	0.28	-2,794
0	0.00	150	0.05	-150	0	0.00	0	Internet Advertising	0	0.00	1,500	0.04	-1,500	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
3,504	3.85	1,713	0.57	1,791	1,387	0.47	2,117	Total Operating- Sales	16,021	1.48	26,705	0.76	-10,684	25,867	0.77	-9,846
8,013	8.80	12,381	4.13	-4,368	11,704	3.96	-3,692	Total Expenses-Sales	76,572	7.06	133,718	3.79	-57,147	126,122	3.74	-49,550

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
3,956	3.15	4,374	1.69	-418	4,260	1.65	-304	Chief Engineer	31,723	2.81	42,789	1.50	-11,066	40,119	1.43	-8,396
1,291	1.03	3,720	1.44	-2,429	4,577	1.77	-3,286	General Maintenance	14,385	1.27	36,600	1.29	-22,215	32,721	1.16	-18,336
351	0.28	688	0.27	-337	697	0.27	-346	Payroll Taxes	4,235	0.37	6,748	0.24	-2,513	6,502	0.23	-2,267
1,388	1.11	899	0.35	489	889	0.34	500	Employee Benefits	8,893	0.79	8,990	0.32	-97	5,734	0.20	3,159
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,420	0.13	0	0.00	1,420	1,159	0.04	261
315	0.25	0	0.00	315	0	0.00	315	Vacation /PTO	5,058	0.45	0	0.00	5,058	726	0.03	4,332
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	380	0.01	-380
7,301	5.82	9,681	3.74	-2,380	10,423	4.04	-3,122	Total P/R & Related Expenses- Maintenance	65,714	5.81	95,127	3.34	-29,413	87,342	3.11	-21,628
Operating Expenses- R & M																
0	0.00	510	0.20	-510	1,104	0.43	-1,104	Auto Expense	842	0.07	5,100	0.18	-4,258	6,900	0.25	-6,058
183	0.15	155	0.06	27	219	0.08	-36	Laundry Equipment	2,335	0.21	1,708	0.06	628	1,430	0.05	905
282	0.22	595	0.23	-314	0	0.00	282	Building Maintenance	2,571	0.23	6,546	0.23	-3,974	5,885	0.21	-3,314
92	0.07	285	0.11	-192	59	0.02	34	Light Bulbs	1,208	0.11	3,131	0.11	-1,923	3,720	0.13	-2,512
597	0.48	388	0.15	209	0	0.00	597	Electrical & Mechanical	7,373	0.65	4,269	0.15	3,104	4,980	0.18	2,393
195	0.16	725	0.28	-529	0	0.00	195	HVAC	2,954	0.26	7,969	0.28	-5,015	7,683	0.27	-4,729
670	0.53	673	0.26	-3	53	0.02	616	Plumbing & Boiler	7,303	0.65	7,400	0.26	-97	9,535	0.34	-2,232
58	0.05	600	0.23	-542	142	0.06	-84	Pool	757	0.07	4,850	0.17	-4,093	3,276	0.12	-2,520
-134	-0.11	1,300	0.50	-1,434	1,000	0.39	-1,134	Grounds & Landscaping	3,999	0.35	10,550	0.37	-6,551	6,447	0.23	-2,448
0	0.00	100	0.04	-100	332	0.13	-332	Signage	0	0.00	1,000	0.04	-1,000	3,344	0.12	-3,344
30	0.02	207	0.08	-177	0	0.00	30	Furniture & Fixtures	1,217	0.11	2,277	0.08	-1,060	316	0.01	901
0	0.00	207	0.08	-207	0	0.00	0	Painting	840	0.07	2,277	0.08	-1,437	1,890	0.07	-1,051
571	0.45	1,500	0.58	-929	0	0.00	571	Carpet & Floor	682	0.06	3,400	0.12	-2,718	3,295	0.12	-2,613
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	80	0.00	-80
0	0.00	25	0.01	-25	0	0.00	0	Telephone	65	0.01	250	0.01	-185	0	0.00	65
-36	-0.03	175	0.07	-211	0	0.00	-36	Locks & Keys	1,629	0.14	3,125	0.11	-1,496	1,890	0.07	-261
-32	-0.03	155	0.06	-188	0	0.00	-32	Radio & TV	632	0.06	1,708	0.06	-1,076	2,071	0.07	-1,439
193	0.15	200	0.08	-7	300	0.12	-107	Exterminating	1,597	0.14	3,500	0.12	-1,903	3,153	0.11	-1,556
0	0.00	0	0.00	0	0	0.00	0	License & Permits	0	0.00	0	0.00	0	1,478	0.05	-1,478
0	0.00	0	0.00	0	95	0.04	-95	Equipment Rental	0	0.00	0	0.00	0	375	0.01	-375
3,887	3.10	175	0.07	3,712	0	0.00	3,887	Fire & Safety	11,925	1.05	3,875	0.14	8,050	4,796	0.17	7,128
1,805	1.44	0	0.00	1,805	1,065	0.41	740	Elevator	7,535	0.67	4,983	0.18	2,552	5,641	0.20	1,894
8,359	6.67	7,975	3.08	384	4,369	1.69	3,990	Total Operating - R & M	55,462	4.91	77,916	2.74	-22,454	78,184	2.78	-22,722
15,661	12.49	17,656	6.82	-1,996	14,792	5.74	868	Total Expenses- R & M	121,176	10.72	173,043	6.08	-51,867	165,525	5.89	-44,350

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
5,525	4.41	8,150	3.15	-2,625	7,512	2.91	-1,987	Electricity	65,735	5.82	80,030	2.81	-14,295	76,466	2.72	-10,731
751	0.60	1,186	0.46	-435	993	0.39	-242	Gas	7,406	0.66	11,641	0.41	-4,235	10,845	0.39	-3,439
2,171	1.73	3,472	1.34	-1,301	8,622	3.34	-6,451	Water & Sewer	24,132	2.13	44,171	1.55	-20,039	47,748	1.70	-23,616
320	0.26	625	0.24	-305	560	0.22	-240	Waste Removal	3,975	0.35	6,250	0.22	-2,275	6,103	0.22	-2,128
8,768	6.99	13,433	5.19	-4,665	17,687	6.86	-8,919	Total Expenses- Utilities	101,248	8.96	142,092	4.99	-40,844	141,162	5.02	-39,914

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
5,419	6.24	17,389	6.04	-11,970	17,283	6.03	-11,864	Franchise Fees/ Royalties	62,936	6.04	205,468	6.04	-142,532	196,250	6.04	-133,315
3,683	4.24	11,593	4.03	-7,909	11,676	4.07	-7,993	Advertising	42,027	4.03	136,978	4.02	-94,952	131,003	4.03	-88,977
2,203	2.54	11,562	4.02	-9,360	11,138	3.89	-8,936	Frequent Traveler	43,395	4.17	136,507	4.01	-93,112	131,836	4.05	-88,441
0	0.00	75	0.03	-75	650	0.23	-650	Brand Guest Fees	866	0.08	750	0.02	116	2,039	0.06	-1,173
11,305	13.02	40,620	14.11	-29,314	40,747	14.21	-29,442	Total Franchise Fees Expense	149,224	14.32	479,704	14.09	-330,480	461,128	14.18	-311,905

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Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

For Property: HI Atlanta Perimeter

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,276	2.50	7,499	2.50	-5,223	7,395	2.50	-5,119	Management Fees	27,127	2.50	88,206	2.50	-61,079	84,212	2.50	-57,085
3,734	4.10	0	0.00	3,734	0	0.00	3,734	Management Fees- Owner	11,004	1.01	0	0.00	11,004	0	0.00	11,004
6,010	6.60	7,499	2.50	-1,490	7,395	2.50	-1,385	Total Management Fees Expense	38,131	3.51	88,206	2.50	-50,075	84,212	2.50	-46,081

Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
32,092	35.25	32,092	10.70	0	31,233	10.56	859	Ground Lease	318,340	29.34	317,481	9.00	859	309,820	9.20	8,520
15,209	16.71	12,102	4.04	3,106	15,209	5.14	0	FF & E Reserve	152,086	14.02	142,167	4.03	9,919	136,730	4.06	15,356
0	0.00	0	0.00	0	745	0.25	-745	Van Lease	0	0.00	0	0.00	0	6,705	0.20	-6,705
-35,826	-39.36	15,092	5.03	-50,918	14,565	4.92	-50,391	Real Estate Tax	100,000	9.22	150,918	4.28	-50,918	145,653	4.32	-45,653
333	0.37	637	0.21	-304	871	0.29	-538	Personal Property Tax	6,293	0.58	6,372	0.18	-79	8,714	0.26	-2,421
5,234	5.75	5,067	1.69	167	4,840	1.64	393	Insurance	51,453	4.74	50,555	1.43	898	48,269	1.43	3,184
17,041	18.72	64,990	21.68	-47,949	67,463	22.81	-50,422	TOTAL FIXED EXPENSES	628,172	57.89	667,493	18.93	-39,321	655,891	19.47	-27,719

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Company: 769 Hammond Atlanta dba HI Atlanta Perimeter Property: HI Atlanta Perimeter

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	34	0.01	-34	Owners Expense	13,196	1.22	0	0.00	13,196	3,491	0.10	9,706
44,924	49.35	0	0.00	44,924	44,924	15.19	0	Depreciation	449,240	41.40	0	0.00	449,240	449,240	13.34	0
3,039	3.34	0	0.00	3,039	3,039	1.03	0	Amortization Expense	30,390	2.80	0	0.00	30,390	30,390	0.90	0
33,500	36.80	33,468	11.16	32	33,687	11.39	-187	Interest Expense	334,380	30.82	334,685	9.49	-305	337,538	10.02	-3,159
0	0.00	3,026	1.01	-3,026	2,958	1.00	-2,958	Asset Management Fee	5,448	0.50	35,542	1.01	-30,094	33,651	1.00	-28,203
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-628	-0.06	0	0.00	-628	0	0.00	-628
0	0.00	0	0.00	0	1,556	0.53	-1,556	Uninsured Loss	0	0.00	0	0.00	0	13,399	0.40	-13,399
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	21,127	1.95	0	0.00	21,127	45,834	1.36	-24,707
81,463	89.49	36,494	12.17	44,969	86,199	29.14	-4,736	Total Other	853,152	78.63	370,227	10.50	482,926	913,542	27.12	-60,390

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House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,906		3,906		0	3,906		0	Total Rooms Available	38,430		38,430		0	38,304		126
839		2,795		-1,956	2,833		-1,994	Total Rooms Sold	10,552		26,196		-15,644	26,070		-15,518
21.48%		71.56%		-50.08%	72.53%		-51.05%	Occupancy %	27.46%		68.17%		-40.71%	68.06%		-40.60%
80.57		103.98		-23.41	100.90		-20.33	Average Rate	91.19		103.53		-12.34	100.58		-9.39
17.31		74.41		-57.10	73.18		-55.88	REVPAR	25.04		70.57		-45.53	68.46		-43.42
REVENUES																
67,599	98.21	290,632	97.76	-223,033	285,855	98.06	-218,257	ROOMS	962,278	98.26	2,712,158	97.66	-1,749,880	2,622,132	97.62	-1,659,853
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,229	1.79	6,667	2.24	-5,438	5,647	1.94	-4,419	MISCELLANEOUS	17,053	1.74	64,934	2.34	-47,881	63,939	2.38	-46,886
68,827	100.00	297,299	100.00	-228,472	291,503	100.00	-222,675	TOTAL REVENUES	979,331	100.00	2,777,092	100.00	-1,797,761	2,686,070	100.00	-1,706,739
DEPARTMENT EXPENSES																
22,205	32.85	76,287	26.25	-54,082	75,770	26.51	-53,565	ROOMS EXPENSE	300,579	31.24	698,960	25.77	-398,381	682,183	26.02	-381,605
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
172	14.01	1,286	19.28	-1,114	637	11.28	-465	MISCELLANEOUS EXPENSE	2,887	16.93	12,050	18.56	-9,163	14,790	23.13	-11,903
22,377	32.51	77,573	26.09	-55,196	76,407	26.21	-54,030	TOTAL DEPARTMENTAL EXPENSES	303,466	30.99	711,010	25.60	-407,544	696,973	25.95	-393,507
DEPARTMENTAL PROFIT																
45,394	67.15	214,345	73.75	-168,951	210,085	73.49	-164,691	ROOMS PROFIT	661,700	68.76	2,013,198	74.23	-1,351,499	1,939,948	73.98	-1,278,249
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
1,057	85.99	5,381	80.72	-4,325	5,011	88.72	-3,954	MISCELLANEOUS PROFIT	14,166	83.07	52,884	81.44	-38,718	49,149	76.87	-34,983
46,450	67.49	219,726	73.91	-173,276	215,096	73.79	-168,645	TOTAL DEPARTMENTAL PROFIT	675,865	69.01	2,066,082	74.40	-1,390,217	1,989,097	74.05	-1,313,232
19,944	28.98	31,729	10.67	-11,785	32,198	11.05	-12,253	A & G EXPENSE	240,063	24.51	329,763	11.87	-89,699	341,097	12.70	-101,034
3,768	5.47	2,580	0.87	1,188	2,274	0.78	1,493	TELECOM	30,267	3.09	25,500	0.92	4,767	24,756	0.92	5,511
2,439	3.54	8,546	2.87	-6,107	9,740	3.34	-7,301	SALES & MARKETING EXPENSES	50,604	5.17	91,676	3.30	-41,072	108,591	4.04	-57,988
9,183	13.34	39,290	13.22	-30,107	39,695	13.62	-30,512	FRANCHISE FEES	133,917	13.67	367,171	13.22	-233,254	370,312	13.79	-236,395
7,460	10.84	13,778	4.63	-6,319	17,428	5.98	-9,968	MAINTENANCE EXPENSES	90,343	9.23	146,794	5.29	-56,451	152,447	5.68	-62,104
7,212	10.48	10,986	3.70	-3,774	12,191	4.18	-4,980	UTILITIES EXPENSE	86,904	8.87	127,007	4.57	-40,103	123,002	4.58	-36,098
50,006	72.65	106,910	35.96	-56,904	113,526	38.95	-63,520	TOTAL ADMIN EXPENSES	632,099	64.54	1,087,912	39.17	-455,813	1,120,206	41.70	-488,107
-3,556	-5.17	112,816	37.95	-116,372	101,570	34.84	-105,126	HOUSE PROFIT	43,766	4.47	978,171	35.22	-934,404	868,891	32.35	-825,125
FIXED EXPENSES																
5,427	7.89	7,433	2.50	-2,006	7,288	2.50	-1,861	MANAGEMENT FEES	35,461	3.62	69,445	2.50	-33,984	67,060	2.50	-31,600
57,327	83.29	59,850	20.13	-2,523	55,608	19.08	1,720	FIXED EXPENSES	580,785	59.30	587,141	21.14	-6,356	586,947	21.85	-6,162

-66,310	-96.34	45,533	15.32	-111,843	38,674	13.27	-104,984	NET OPERATING INCOME	-572,479	-58.46	321,584	11.58	-894,063	214,884	8.00	-787,363
82,302	119.58	36,304	12.21	45,998	84,955	29.14	-2,653	Other	872,607	89.10	360,556	12.98	512,051	880,154	32.77	-7,547
-148,612	-215.92	9,228	3.10	-157,841	-46,281	-15.88	-102,331	N.I. after Other	-1,445,086	-147.56	-38,971	-1.40	-1,406,115	-665,270	-24.77	-779,816
-99,810		9,228		-109,039	2,521		-102,331	Cash before Depreciation/Amortization	-957,066		-38,971		-918,095	-177,250		-779,816

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For Property: HI Charlotte University Place

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
9,645	14.27	109,679	37.74	-100,034	139,882	48.93	-130,237	Rack/ Premium	347,620	36.12	1,028,112	37.91	-680,492	1,183,823	45.15	-836,203
1,671	2.47	31,585	10.87	-29,914	21,342	7.47	-19,671	Corporate	45,417	4.72	217,856	8.03	-172,439	216,216	8.25	-170,800
43,265	64.00	126,131	43.40	-82,867	96,390	33.72	-53,126	Discounts - Other	403,968	41.98	984,386	36.30	-580,418	959,675	36.60	-555,708
0	0.00	7,211	2.48	-7,211	3,230	1.13	-3,230	Government	10,418	1.08	115,135	4.25	-104,717	26,095	1.00	-15,677
800	1.18	5,646	1.94	-4,846	2,741	0.96	-1,941	Locally Negotiated Rate	34,554	3.59	90,956	3.35	-56,401	77,988	2.97	-43,434
-195	-0.29	0	0.00	-195	-1,034	-0.36	839	Allowances	-2,955	-0.31	0	0.00	-2,955	-8,280	-0.32	5,325
55,185	81.64	280,253	96.43	-225,067	262,551	91.85	-207,366	Total Transient Revenue	839,022	87.19	2,436,445	89.83	-1,597,423	2,455,517	93.65	-1,616,495
9,744	14.41	4,863	1.67	4,881	4,263	1.49	5,481	Crew (Air)	94,479	9.82	49,179	1.81	45,300	12,354	0.47	82,125
9,744	14.41	4,863	1.67	4,881	4,263	1.49	5,481	Total Base Revenues	94,479	9.82	49,179	1.81	45,300	12,354	0.47	82,125
0	0.00	0	0.00	0	0	0.00	0	Group- SMERF	-225	-0.02	0	0.00	-225	0	0.00	-225
1,975	2.92	5,516	1.90	-3,541	15,762	5.51	-13,787	Group- Corporate	22,063	2.29	226,534	8.35	-204,471	133,018	5.07	-110,954
1,975	2.92	5,516	1.90	-3,541	15,762	5.51	-13,787	Total Group Revenue	21,838	2.27	226,534	8.35	-204,696	133,018	5.07	-111,179
694	1.03	0	0.00	694	3,279	1.15	-2,585	Guaranteed No-Show	6,939	0.72	0	0.00	6,939	21,243	0.81	-14,304
67,599	100.00	290,632	100.00	-223,033	285,855	100.00	-218,257	Total Rooms Revenue	962,278	100.00	2,712,158	100.00	-1,749,880	2,622,132	100.00	-1,659,853
ROOM STATISTICS																
92	11	1,006	36	-914	1,205	43	-1,113	Rack/ Premium Rooms	3,092	29	8,767	33	-5,675	10,096	39	-7,004
18	2	280	10	-262	202	7	-184	Corporate Rooms	460	4	2,003	8	-1,543	2,010	8	-1,550
582	69	1,286	46	-704	1,162	41	-580	Discounts - Other Rooms	5,186	49	11,041	42	-5,855	11,318	43	-6,132
0	0	56	2	-56	25	1	-25	Government Rooms	82	1	902	3	-820	204	1	-122
8	1	56	2	-48	26	1	-18	Locally Negotiated Corporate Rooms	405	4	855	3	-450	721	3	-316
700	83	2,683	96	-1,983	2,620	92	-1,920	Total Transient Stats	9,225	87	23,568	90	-14,343	24,349	93	-15,124
112	13	56	2	56	49	2	63	Crew (Air) Stats	1,086	10	565	2	521	144	1	942
112	13	56	2	56	49	2	63	Total Crew Stats	1,086	10	565	2	521	144	1	942
27	3	56	2	-29	164	6	-137	Group- Corporate Rooms	241	2	2,063	8	-1,822	1,577	6	-1,336
27	3	56	2	-29	164	6	-137	Total Group Stats	241	2	2,063	8	-1,822	1,577	6	-1,336
839	100	2,795	100	-1,956	2,833	100	-1,994	TOTAL ROOM STATISTICS	10,552	100	26,196	100	-15,644	26,070	100	-15,518
Other Room Stats																
1	0	0	0	1	20	1	-19	Comp Rooms	18	0	0	0	18	85	0	-67
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	6	0	-6
566	67	0	0	566	1,764	62	-1,198	Single Occupancy	7,301	69	0	0	7,301	15,942	61	-8,641
273	33	0	0	273	1,069	38	-796	Multiple Occupancy	3,249	31	0	0	3,249	10,050	39	-6,801

1,334	159	0	0	1,334	13	0	1,321 Out of Order Rooms	6,696	63	0	0	6,696	1,137	4	5,559
1,164	139	0	0	1,164	4,104	145	-2,940 # of Guests	14,759	140	0	0	14,759	39,036	150	-24,277

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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ADR																
104.84		109.00		-4.17	116.08		-11.25	Rack/Premium ADR	112.43		117.27		-4.84	117.26		-4.83
92.82		113.00		-20.18	105.65		-12.83	Corporate ADR	98.73		108.79		-10.05	107.57		-8.84
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
74.34		98.10		-23.77	82.95		-8.61	Discount ADR	77.90		89.16		-11.26	84.79		-6.90
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		129.00		-129.00	129.20		-129.20	Government ADR	127.05		127.64		-0.60	127.92		-0.87
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
100.00		101.00		-1.00	105.42		-5.42	Local Negotiated ADR	85.32		106.37		-21.05	108.17		-22.85
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
78.84		104.45		-25.61	100.21		-21.37	Total Transient ADR	90.95		103.38		-12.43	100.85		-9.90
87.00		87.00		0.00	87.00		0.00	Crew ADR	87.00		87.00		0.00	85.79		1.21
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
73.15		98.67		-25.53	96.11		-22.96	Group - Corporate ADR	91.55		109.83		-18.28	84.35		7.20
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
73.15		98.67		-25.53	96.11		-22.96	Total Group ADR	90.62		109.83		-19.22	84.35		6.27

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
1,475	1.76	6,221	2.23	-4,746	6,203	2.19	-4,728	FD/ Guest Service Reps	21,159	2.01	58,304	2.23	-37,145	51,966	1.99	-30,807
3,698	4.41	3,762	1.35	-64	4,956	1.75	-1,258	Executive Housekeeper	34,339	3.25	36,040	1.38	-1,701	29,528	1.13	4,811
0	0.00	2,758	0.99	-2,758	3,776	1.33	-3,776	Asst Exec Housekeeper/ Inspectress	5,302	0.50	27,135	1.04	-21,833	23,984	0.92	-18,683
3,675	4.38	15,152	5.42	-11,477	12,302	4.34	-8,627	Housekeepers	43,802	4.15	142,009	5.42	-98,207	94,308	3.62	-50,506
1,407	1.68	2,951	1.06	-1,544	3,851	1.36	-2,444	Housemen	11,961	1.13	29,035	1.11	-17,074	21,505	0.82	-9,544
437	0.52	0	0.00	437	0	0.00	437	Van Drivers	13,030	1.23	0	0.00	13,030	0	0.00	13,030
0	0.00	2,296	0.82	-2,296	2,306	0.81	-2,306	Laundry	3,710	0.35	21,515	0.82	-17,806	14,255	0.55	-10,546
0	0.00	2,680	0.96	-2,680	2,435	0.86	-2,435	Comp Breakfast Hostess	5,943	0.56	26,369	1.01	-20,426	21,920	0.84	-15,977
2,596	3.09	3,080	1.10	-484	3,411	1.20	-815	Night Audit	28,212	2.67	30,349	1.16	-2,137	31,356	1.20	-3,144
1,172	1.40	3,530	1.26	-2,358	3,466	1.22	-2,293	Payroll Taxes	15,616	1.48	33,955	1.30	-18,338	26,805	1.03	-11,188
492	0.59	1,107	0.40	-615	1,478	0.52	-985	Employee Benefits	7,718	0.73	11,070	0.42	-3,352	11,494	0.44	-3,777
438	0.52	766	0.27	-328	0	0.00	438	Vacation /PTO	15,846	1.50	7,660	0.29	8,186	6,894	0.26	8,952
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,581	0.34	3,096	0.12	485	3,383	0.13	198
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	300	0.03	0	0.00	300	1,550	0.06	-1,250
0	0.00	0	0.00	0	2,190	0.77	-2,190	Contract Labor- Housekeepers	0	0.00	0	0.00	0	60,385	2.32	-60,385
0	0.00	0	0.00	0	210	0.07	-210	Contract Labor- Houseperson	0	0.00	0	0.00	0	3,566	0.14	-3,566
0	0.00	0	0.00	0	1,318	0.47	-1,318	Contract Labor- Laundry	0	0.00	0	0.00	0	6,583	0.25	-6,583
15,391	18.34	44,303	15.85	-28,913	47,901	16.91	-32,510	Total P/R & R/Benefits- Rooms	210,519	19.95	426,537	16.28	-216,018	409,484	15.71	-198,966
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	112	0.04	-112	63	0.02	-63	Newspapers	319	0.03	1,048	0.04	-729	1,209	0.05	-890
799	0.95	11,292	4.04	-10,493	10,904	3.85	-10,105	Comp Breakfast	21,756	2.06	105,888	4.04	-84,133	105,785	4.06	-84,030
0	0.00	84	0.03	-84	0	0.00	0	Comp Breakfast- Equipment	51	0.00	786	0.03	-735	688	0.03	-637
0	0.00	559	0.20	-559	657	0.23	-657	Rooms- Promotion	1,132	0.11	5,239	0.20	-4,107	5,592	0.21	-4,460
0	0.00	0	0.00	0	0	0.00	0	Guest Transportation	41	0.00	0	0.00	41	0	0.00	41
0	0.00	196	0.07	-196	267	0.09	-267	Laundry Supplies	310	0.03	1,834	0.07	-1,524	1,682	0.06	-1,373
473	0.56	1,537	0.55	-1,064	3,050	1.08	-2,577	Linen Supplies	4,499	0.43	14,408	0.55	-9,909	17,851	0.68	-13,351
1,515	1.81	1,480	0.53	35	1,474	0.52	41	Cable TV	13,713	1.30	14,800	0.56	-1,087	14,657	0.56	-944
441	0.53	442	0.16	-1	441	0.16	0	HSIA Support	3,872	0.37	4,415	0.17	-543	4,560	0.17	-688
0	0.00	3,500	1.25	-3,500	0	0.00	0	Printing & Stationary	0	0.00	3,750	0.14	-3,750	24	0.00	-24
368	0.44	2,879	1.03	-2,511	3,794	1.34	-3,426	Reservations Expense	9,439	0.89	26,982	1.03	-17,543	26,510	1.02	-17,071
775	0.92	3,634	1.30	-2,858	1,386	0.49	-611	Guest Room Supplies	9,615	0.91	34,055	1.30	-24,440	32,652	1.25	-23,037
68	0.08	978	0.35	-911	866	0.31	-798	Cleaning Supplies	2,322	0.22	9,169	0.35	-6,846	9,177	0.35	-6,854
0	0.00	475	0.17	-475	639	0.23	-639	Ecolab Core Supplies	3,474	0.33	4,453	0.17	-979	5,452	0.21	-1,978
2,293	2.73	4,248	1.52	-1,955	3,665	1.29	-1,372	Travel Agents Commission	16,855	1.60	39,818	1.52	-22,963	40,167	1.54	-23,312
0	0.00	419	0.15	-419	203	0.07	-203	Uniforms	363	0.03	3,929	0.15	-3,567	4,081	0.16	-3,718
0	0.00	150	0.05	-150	461	0.16	-461	Walk Expense	0	0.00	1,850	0.07	-1,850	2,613	0.10	-2,613
82	0.10	0	0.00	82	0	0.00	82	COVID 19 Supplies	2,300	0.22	0	0.00	2,300	0	0.00	2,300
6,814	8.12	31,984	11.44	-25,170	27,869	9.84	-21,055	Total Operating - Rooms	90,060	8.53	272,423	10.40	-182,363	272,699	10.46	-182,639
22,205	26.47	76,287	27.29	-54,082	75,770	26.75	-53,565	Total Expenses- Rooms	300,579	28.49	698,960	26.68	-398,381	682,183	26.17	-381,605
45,394	54.10	214,345	76.69	-168,951	210,085	74.16	-164,691	Net Income- Rooms	661,700	62.71	2,013,198	76.85	-1,351,499	1,939,948	74.41	-1,278,249

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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As of 10/31/2020

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

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As of 10/31/2020

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Employee Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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As of 10/31/2020

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place
For Property: HI Charlotte University Place
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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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As of 10/31/2020

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TELECOM																
TELEPHONE REVENUES																
0	0.00	10	0.00	-10	0	0.00	0	Long Distance	0	0.00	100	0.00	-100	0	0.00	0
15	0.00	30	0.00	-15	163	0.00	-149	Internet Access Fees	218	0.00	600	0.00	-382	846	0.00	-629
15	0.00	40	0.00	-25	163	0.00	-149	Total Phone Revenues	218	0.00	700	0.00	-482	846	0.00	-629
COS- Communication																
1,513	2.20	880	0.30	633	705	0.24	808	COS-Local	10,830	1.11	8,800	0.32	2,030	6,165	0.23	4,666
0	0.00	10	100.00	-10	19	0.00	-19	COS-Long Distance	232	0.00	100	100.00	132	2,247	0.00	-2,015
1,612	10,855.29	1,630	5,433.33	-18	1,614	988.18	-2	COS-HSIA ISP	15,627	7,174.90	16,300	2,716.67	-673	16,166	1,909.88	-539
3,125	0.00	2,520	0.00	605	2,338	0.00	787	Total COS- Comm	26,690	0.00	25,200	0.00	1,490	24,578	0.00	2,112
-3,110	0.00	-2,480	0.00	-630	-2,174	0.00	-936	Gross Margin- Comm	-26,472	0.00	-24,500	0.00	-1,972	-23,731	0.00	-2,740
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	980	0.00	1,000	0.00	-20	1,025	0.00	-45
558	0.00	0	0.00	558	0	0.00	558	Equipment Maintenance	2,815	0.00	0	0.00	2,815	0	0.00	2,815
658	0.00	100	0.00	558	100	0.00	558	Total Operating - Comm	3,795	0.00	1,000	0.00	2,795	1,025	0.00	2,770
3,768	0.00	2,580	0.00	1,188	2,274	0.00	1,493	N.I.- Comm Dept	30,267	0.00	25,500	0.00	4,767	24,756	0.00	5,511

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	28	0.63	-28	29	0.79	-29	Laundry/Valet	63	0.47	262	0.62	-199	168	0.43	-105
0	0.00	0	0.00	0	0	0.00	0	Movie Income	14	0.11	0	0.00	14	0	0.00	14
0	0.00	0	0.00	0	1,599	43.75	-1,599	Gift Shop Sales	0	0.00	0	0.00	0	18,667	47.58	-18,667
8	1.05	0	0.00	8	49	1.33	-40	Vending	12	0.09	0	0.00	12	121	0.31	-109
0	0.00	0	0.00	0	0	0.00	0	Pet Fees	0	0.00	0	0.00	0	317	0.81	-317
0	0.00	0	0.00	0	0	0.00	0	Rollaways	0	0.00	0	0.00	0	60	0.15	-60
0	0.00	0	0.00	0	0	0.00	0	Other Commissions	18	0.13	0	0.00	18	0	0.00	18
13	1.69	0	0.00	13	0	0.00	13	Miscellaneous	13	0.10	0	0.00	13	-1	0.00	14
226	28.93	1,650	37.36	-1,424	1,979	54.14	-1,753	Late Cancellation Income	3,898	29.08	16,500	38.88	-12,602	16,029	40.85	-12,131
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	2,550	19.02	0	0.00	2,550	3,875	9.88	-1,325
535	68.33	2,180	49.36	-1,645	0	0.00	535	Market Sales	6,837	51.00	20,433	48.15	-13,596	0	0.00	6,837
0	0.00	559	12.66	-559	0	0.00	0	Market Sales- Beer/Wine	0	0.00	5,239	12.35	-5,239	0	0.00	0
782	100.00	4,417	100.00	-3,635	3,656	100.00	-2,873	Total Miscellaneous Revenues	13,406	100.00	42,434	100.00	-29,029	39,236	100.00	-25,830
COSales- Miscellaneous																
0	0.00	28	100.00	-28	0	0.00	0	COS-Laundry/Valet	53	84.24	262	100.00	-209	212	125.93	-159
0	0.00	0	0.00	0	614	38.41	-614	COS-Gift Shop	0	0.00	0	0.00	0	13,400	71.78	-13,400
172	32.21	1,090	50.00	-918	0	0.00	172	COS- Market	2,834	41.45	10,216	50.00	-7,382	0	0.00	2,834
0	0.00	168	3.80	-168	0	0.00	0	COS- Market Beer/Wine	0	0.00	1,572	3.70	-1,572	0	0.00	0
172	22.01	1,286	29.11	-1,114	614	16.80	-442	Total COS- Miscellaneous	2,887	21.54	12,050	28.40	-9,163	13,611	34.69	-10,724
375	84.03	1,500	66.67	-1,125	1,495	75.08	-1,120	Banquet Room Rental	3,124	85.65	15,000	66.67	-11,876	16,724	67.70	-13,600
0	0.00	450	20.00	-450	205	10.29	-205	Banquet Room F & B	40	1.10	4,500	20.00	-4,460	4,405	17.83	-4,365
0	0.00	0	0.00	0	20	1.00	-20	Banquet Room AV Rental	0	0.00	0	0.00	0	20	0.08	-20
71	5.80	300	4.50	-229	271	4.80	-200	Banquet Room Setup Service Charge	484	2.84	3,000	4.62	-2,516	3,554	5.56	-3,071
446	100.00	2,250	100.00	-1,804	1,992	100.00	-1,545	Total Meeting Room Revenues	3,648	100.00	22,500	100.00	-18,852	24,703	100.00	-21,055
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	23	1.13	-23	COS-Banquet Room F & B	0	0.00	0	0.00	0	1,178	4.77	-1,178
1,057	135.02	5,381	121.83	-4,325	5,011	137.06	-3,954	Total Miscellaneous Profit	14,166	105.67	52,884	124.63	-38,718	49,149	125.27	-34,983

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
6,815	9.90	6,648	2.24	167	6,473	2.22		342 General Manager	58,494	5.97	65,410	2.36	-6,916	60,961	2.27	-2,467
0	0.00	3,652	1.23	-3,652	0	0.00		0 Assistant General Manager	0	0.00	35,930	1.29	-35,930	27,506	1.02	-27,506
3,780	5.49	0	0.00	3,780	0	0.00		3,780 Operations Manager	33,290	3.40	0	0.00	33,290	0	0.00	33,290
0	0.00	0	0.00	0	0	0.00		0 Security	0	0.00	0	0.00	0	987	0.04	-987
736	1.07	824	0.28	-88	459	0.16		276 Payroll Taxes	8,270	0.84	8,587	0.31	-318	7,393	0.28	876
1,446	2.10	1,025	0.34	421	1,015	0.35		431 Employee Benefits	14,505	1.48	10,250	0.37	4,255	13,297	0.50	1,208
0	0.00	0	0.00	0	0	0.00		0 Vacation /PTO	13,842	1.41	0	0.00	13,842	1,462	0.05	12,380
0	0.00	0	0.00	0	0	0.00		0 Holiday	2,252	0.23	0	0.00	2,252	1,642	0.06	610
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	915	0.09	6,000	0.22	-5,085	2,807	0.10	-1,892
12,777	18.56	12,149	4.09	628	7,947	2.73	4,830	Total P/R & R/B- A&G	131,567	13.43	126,177	4.54	5,390	116,055	4.32	15,512
Operating Expenses- A&G																
0	0.00	350	0.12	-350	673	0.23		-673 Employee Relations	954	0.10	3,750	0.14	-2,796	4,447	0.17	-3,493
2,000	2.91	2,000	0.67	0	2,000	0.69		0 Accounting Fees	20,000	2.04	20,000	0.72	0	20,000	0.74	0
1,782	2.59	1,148	0.39	634	1,560	0.54		222 Data Processing	13,673	1.40	11,803	0.43	1,870	12,391	0.46	1,282
420	0.61	503	0.17	-83	316	0.11		104 Office Supplies	2,150	0.22	4,715	0.17	-2,565	4,090	0.15	-1,940
0	0.00	0	0.00	0	0	0.00		0 Audit Fees	0	0.00	0	0.00	0	615	0.02	-615
44	0.06	44	0.01	0	44	0.02		0 Muzak	466	0.05	440	0.02	26	441	0.02	25
381	0.55	300	0.10	81	33	0.01		347 Travel & Lodging	771	0.08	6,900	0.25	-6,129	4,423	0.16	-3,652
0	0.00	0	0.00	0	0	0.00		0 Meals and Entertainment	0	0.00	0	0.00	0	356	0.01	-356
0	0.00	75	0.03	-75	75	0.03		-75 Telephone	188	0.02	750	0.03	-562	750	0.03	-562
0	0.00	0	0.00	0	135	0.05		-135 Licenses and Permits	1,766	0.18	2,246	0.08	-480	2,573	0.10	-807
26	0.04	112	0.04	-86	61	0.02		-34 Postage	382	0.04	1,048	0.04	-665	1,139	0.04	-757
0	0.00	0	0.00	0	0	0.00		0 Recruitment	900	0.09	750	0.03	150	1,505	0.06	-605
183	0.27	167	0.06	16	167	0.06		16 Employment Screening/ Drug Testing	1,156	0.12	1,670	0.06	-514	1,647	0.06	-490
0	0.00	0	0.00	0	0	0.00		0 Training	1,949	0.20	1,750	0.06	199	375	0.01	1,574
0	0.00	0	0.00	0	0	0.00		0 Bad Debt	0	0.00	0	0.00	0	8,938	0.33	-8,938
0	0.00	3,938	1.32	-3,938	3,495	1.20		-3,495 Security Service	9,423	0.96	39,522	1.42	-30,099	38,026	1.42	-28,603
120	0.17	150	0.05	-30	150	0.05		-30 Dues/Subscriptions	4,751	0.49	2,278	0.08	2,473	8,244	0.31	-3,493
230	0.33	7,879	2.65	-7,650	9,478	3.25		-9,248 Credit Card Commissions	23,969	2.45	73,612	2.65	-49,643	74,147	2.76	-50,179
0	0.00	0	0.00	0	0	0.00		0 Cash Over/Short	-177	-0.02	0	0.00	-177	-5,228	-0.19	5,051
0	0.00	173	0.06	-173	179	0.06		-179 Equipment Rental	1,818	0.19	1,730	0.06	88	2,499	0.09	-680
232	0.34	390	0.13	-158	398	0.14		-166 Payroll Services	4,245	0.43	5,964	0.21	-1,719	5,816	0.22	-1,571
1,000	1.45	1,426	0.48	-426	1,444	0.50		-445 Bank Charges	12,028	1.23	14,260	0.51	-2,232	14,629	0.54	-2,601
95	0.14	0	0.00	95	2,796	0.96		-2,701 Chargebacks	555	0.06	0	0.00	555	12,344	0.46	-11,789
655	0.95	925	0.31	-270	1,248	0.43		-593 Workers Comp Insurance	7,529	0.77	10,398	0.37	-2,869	10,874	0.40	-3,345
7,168	10.41	19,580	6.59	-12,413	24,251	8.32	-17,084	Total Operating- A&G	108,497	11.08	203,586	7.33	-95,089	225,043	8.38	-116,546
19,944	28.98	31,729	10.67	-11,785	32,198	11.05	-12,253	Total Expenses- A&G	240,063	24.51	329,763	11.87	-89,699	341,097	12.70	-101,034

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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SALES DEPARTMENT																
SALES																
P/R & R/B																
0	0.00	4,549	1.53	-4,549	4,049	1.39	-4,049	Sales Manager	11,257	1.15	43,711	1.57	-32,454	42,236	1.57	-30,979
360	0.52	915	0.31	-554	728	0.25	-367	Revenue Management	4,777	0.49	9,145	0.33	-4,368	7,562	0.28	-2,785
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.05	1,721	0.06	-1,205	0	0.00	516
2,737	3.98	0	0.00	2,737	1,299	0.45	1,438	Sales Coordinator	15,105	1.54	0	0.00	15,105	18,136	0.68	-3,031
224	0.33	428	0.14	-204	517	0.18	-292	Payroll Taxes	2,482	0.25	4,330	0.16	-1,848	5,510	0.21	-3,028
196	0.28	733	0.25	-537	741	0.25	-546	Employee Benefits	2,079	0.21	7,330	0.26	-5,251	7,024	0.26	-4,945
0	0.00	0	0.00	0	400	0.14	-400	Vacation / PTO	3,127	0.32	0	0.00	3,127	920	0.03	2,207
0	0.00	0	0.00	0	0	0.00	0	Holiday	608	0.06	0	0.00	608	1,216	0.05	-608
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	457	0.05	2,400	0.09	-1,943	2,867	0.11	-2,410
3,518	5.11	6,797	2.29	-3,279	7,733	2.65	-4,216	Total P/R & R/B- Sales	40,409	4.13	68,638	2.47	-28,229	85,470	3.18	-45,062
Operating Expenses- Sales																
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	31	0.00	0	0.00	31	26	0.00	6
0	0.00	25	0.01	-25	0	0.00	0	Office Supplies	0	0.00	250	0.01	-250	142	0.01	-142
0	0.00	50	0.02	-50	51	0.02	-51	Travel & Lodging	0	0.00	1,500	0.05	-1,500	1,642	0.06	-1,642
0	0.00	50	0.02	-50	13	0.00	-13	Meals & Entertainment	0	0.00	250	0.01	-250	96	0.00	-96
0	0.00	75	0.03	-75	0	0.00	0	Promotions	332	0.03	750	0.03	-418	800	0.03	-467
0	0.00	50	0.02	-50	50	0.02	-50	Telephone	100	0.01	500	0.02	-400	300	0.01	-200
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	60	0.00	-60	35	0.00	-35
0	0.00	0	0.00	0	0	0.00	0	Sales Training	387	0.04	435	0.02	-48	87	0.00	300
-1,356	-1.97	0	0.00	-1,356	0	0.00	-1,356	Dues & Subscriptions	4,432	0.45	3,971	0.14	461	2,026	0.08	2,406
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	325	0.11	-325	200	0.07	-200	e Commerce Costs	0	0.00	3,250	0.12	-3,250	4,984	0.19	-4,984
277	0.40	1,174	0.39	-897	1,693	0.58	-1,416	Brand Paid Search	4,913	0.50	11,002	0.40	-6,090	12,193	0.45	-7,281
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	770	0.03	-770	770	0.03	-770
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	300	0.01	-300	0	0.00	0
-1,079	-1.57	1,749	0.59	-2,827	2,006	0.69	-3,085	Total Operating- Sales	10,195	1.04	23,038	0.83	-12,843	23,121	0.86	-12,926
2,439	3.54	8,546	2.87	-6,107	9,740	3.34	-7,301	Total Expenses-Sales	50,604	5.17	91,676	3.30	-41,072	108,591	4.04	-57,988

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
5,186	6.18	4,671	1.67	515	4,684	1.65		502 Chief Engineer	43,967	4.17	45,959	1.75	-1,992	43,788	1.68	178
0	0.00	2,604	0.93	-2,604	2,422	0.85	-2,422	General Maintenance	4,511	0.43	25,620	0.98	-21,109	23,058	0.88	-18,547
367	0.44	618	0.22	-251	563	0.20	-196	Payroll Taxes	4,233	0.40	6,084	0.23	-1,851	5,828	0.22	-1,595
515	0.61	576	0.21	-61	640	0.23	-124	Employee Benefits	5,696	0.54	5,760	0.22	-64	5,229	0.20	467
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,162	0.11	0	0.00	1,162	1,092	0.04	70
0	0.00	0	0.00	0	0	0.00	0	Vacation /PTO	4,382	0.42	0	0.00	4,382	1,828	0.07	2,554
6,068	7.23	8,469	3.03	-2,401	8,309	2.93	-2,241	Total P/R & Related Expenses- Maintenance	63,951	6.06	83,423	3.18	-19,473	80,824	3.10	-16,873
Operating Expenses- R & M																
25	0.03	160	0.06	-135	345	0.12	-320	Auto Expense	1,941	0.18	1,720	0.07	221	1,621	0.06	320
291	0.35	0	0.00	291	0	0.00	291	Laundry Equipment	291	0.03	0	0.00	291	0	0.00	291
198	0.24	1,202	0.43	-1,004	1,027	0.36	-829	Building Maintenance	1,482	0.14	11,264	0.43	-9,782	12,007	0.46	-10,525
19	0.02	140	0.05	-121	229	0.08	-210	Light Bulbs	933	0.09	1,310	0.05	-377	1,378	0.05	-445
0	0.00	280	0.10	-280	145	0.05	-145	Electrical & Mechanical	1,483	0.14	2,620	0.10	-1,137	1,137	0.04	345
37	0.04	699	0.25	-662	-43	-0.02	80	HVAC	1,013	0.10	6,549	0.25	-5,536	6,595	0.25	-5,583
0	0.00	196	0.07	-196	148	0.05	-148	Plumbing & Boiler	805	0.08	1,834	0.07	-1,028	1,109	0.04	-304
0	0.00	100	0.04	-100	241	0.09	-241	Pool	471	0.04	900	0.03	-429	895	0.03	-423
481	0.57	1,057	0.38	-576	1,056	0.37	-575	Grounds & Landscaping	5,527	0.52	10,570	0.40	-5,043	12,169	0.47	-6,641
0	0.00	56	0.02	-56	66	0.02	-66	Signage	709	0.07	524	0.02	185	214	0.01	495
0	0.00	280	0.10	-280	0	0.00	0	Furniture & Fixtures	-68	-0.01	2,620	0.10	-2,688	1,607	0.06	-1,675
0	0.00	56	0.02	-56	6	0.00	-6	Painting	32	0.00	524	0.02	-492	505	0.02	-473
0	0.00	100	0.04	-100	47	0.02	-47	Carpet & Floor	0	0.00	8,500	0.32	-8,500	9,447	0.36	-9,447
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	0	0.00	0	125	0.00	-125
0	0.00	30	0.01	-30	55	0.02	-55	Telephone	60	0.01	300	0.01	-240	115	0.00	-55
0	0.00	28	0.01	-28	0	0.00	0	Kitchen Equipment	0	0.00	262	0.01	-262	387	0.01	-387
0	0.00	391	0.14	-391	0	0.00	0	Locks & Keys	686	0.07	3,667	0.14	-2,981	3,910	0.15	-3,223
0	0.00	56	0.02	-56	0	0.00	0	Radio & TV	0	0.00	524	0.02	-524	1,330	0.05	-1,330
340	0.41	215	0.08	125	184	0.06	156	Exterminating	3,287	0.31	2,150	0.08	1,137	2,089	0.08	1,198
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	1,609	0.15	1,620	0.06	-11	1,609	0.06	0
0	0.00	0	0.00	0	5,073	1.79	-5,073	Fire & Safety	3,531	0.33	3,264	0.12	267	9,165	0.35	-5,634
0	0.00	265	0.09	-265	540	0.19	-540	Elevator	2,600	0.25	2,650	0.10	-50	4,208	0.16	-1,608
1,391	1.66	5,309	1.90	-3,918	9,119	3.22	-7,728	Total Operating - R & M	26,393	2.50	63,371	2.42	-36,978	71,624	2.75	-45,231
7,460	8.89	13,778	4.93	-6,319	17,428	6.15	-9,968	Total Expenses- R & M	90,343	8.56	146,794	5.60	-56,451	152,447	5.85	-62,104

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,276	3.90	4,779	1.71	-1,503	4,799	1.69	-1,524	Electricity	38,455	3.64	52,307	2.00	-13,852	50,421	1.93	-11,966
870	1.04	1,469	0.53	-599	1,123	0.40	-252	Gas	11,624	1.10	18,842	0.72	-7,218	18,404	0.71	-6,780
2,825	3.37	4,185	1.50	-1,360	5,567	1.97	-2,743	Water & Sewer	33,409	3.17	50,328	1.92	-16,919	48,799	1.87	-15,390
241	0.29	553	0.20	-312	702	0.25	-461	Waste Removal	3,416	0.32	5,530	0.21	-2,114	5,377	0.21	-1,962
7,212	8.60	10,986	3.93	-3,774	12,191	4.30	-4,980	Total Expenses- Utilities	86,904	8.24	127,007	4.85	-40,103	123,002	4.72	-36,098

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
4,038	5.97	17,537	6.03	-13,499	17,270	6.04	-13,232	Franchise Fees/ Royalties	58,164	6.04	163,719	6.04	-105,555	158,044	6.03	-99,879
2,772	4.10	11,691	4.02	-8,919	11,513	4.03	-8,741	Advertising	38,840	4.04	109,146	4.02	-70,306	105,441	4.02	-66,601
2,373	3.51	10,062	3.46	-7,689	10,772	3.77	-8,398	Frequent Traveler	36,888	3.83	94,306	3.48	-57,418	103,531	3.95	-66,643
0	0.00	0	0.00	0	140	0.05	-140	Brand Guest Fees	25	0.00	0	0.00	25	3,297	0.13	-3,272
9,183	13.58	39,290	13.52	-30,107	39,695	13.89	-30,512	Total Franchise Fees Expense	133,917	13.92	367,171	13.54	-233,254	370,312	14.12	-236,395

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MANAGEMENT FEES																
1,721	2.50	7,433	2.50	-5,712	7,288	2.50	-5,567	Management Fees	24,484	2.50	69,445	2.50	-44,961	67,060	2.50	-42,576
3,706	5.38	0	0.00	3,706	0	0.00	3,706	Management Fees- Owner	10,977	1.12	0	0.00	10,977	0	0.00	10,977
5,427	7.89	7,433	2.50	-2,006	7,288	2.50	-1,861	Total Management Fees Expense	35,461	3.62	69,445	2.50	-33,984	67,060	2.50	-31,600

Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
32,092	46.63	32,092	10.79	0	31,233	10.71		859 Ground Lease	318,340	32.51	317,481	11.43	859	309,820	11.53	8,520
11,198	16.27	11,894	4.00	-696	11,198	3.84		0 FF & E Reserve	111,978	11.43	111,112	4.00	866	115,796	4.31	-3,819
1,017	1.48	974	0.33	43	982	0.34		35 Van Lease	9,821	1.00	9,740	0.35	81	9,759	0.36	62
7,049	10.24	9,925	3.34	-2,876	7,440	2.55		-391 Real Estate Tax	88,926	9.08	99,251	3.57	-10,325	103,902	3.87	-14,976
1,288	1.87	486	0.16	802	476	0.16		812 Personal Property Tax	5,806	0.59	4,858	0.17	948	4,762	0.18	1,043
4,683	6.80	4,480	1.51	203	4,279	1.47		404 Insurance	45,914	4.69	44,700	1.61	1,214	42,907	1.60	3,007
57,327	83.29	59,850	20.13	-2,523	55,608	19.08	1,720	TOTAL FIXED EXPENSES	580,785	59.30	587,141	21.14	-6,356	586,947	21.85	-6,162

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Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	39	0.01	-39	Owners Expense	12,598	1.29	0	0.00	12,598	3,291	0.12	9,307
45,801	66.54	0	0.00	45,801	45,801	15.71	0	Depreciation	458,010	46.77	0	0.00	458,010	458,010	17.05	0
3,001	4.36	0	0.00	3,001	3,001	1.03	0	Amortization Expense	30,010	3.06	0	0.00	30,010	30,010	1.12	0
33,500	48.67	33,331	11.21	169	33,199	11.39	301	Interest Expense	332,231	33.92	332,778	11.98	-547	332,647	12.38	-416
0	0.00	0	0.00	0	0	0.00	0	Insurance Claim Proceeds	0	0.00	0	0.00	0	-31,799	-1.18	31,799
0	0.00	2,973	1.00	-2,973	2,915	1.00	-2,915	Asset Management Fee	4,123	0.42	27,778	1.00	-23,655	26,797	1.00	-22,674
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-317	-0.03	0	0.00	-317	0	0.00	-317
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	3,861	0.39	0	0.00	3,861	61,198	2.28	-57,338
0		0		0	0		0	Ground Lease Tax	32,092		0		32,092	0		32,092
82,302	119.58	36,304	12.21	45,998	84,955	29.14	-2,653	Total Other	872,607	89.10	360,556	12.98	512,051	880,154	32.77	-7,547

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Company: 8419 N Tryon Charlotte dba HI Charlotte Univ Place Property: HI Charlotte University Place

For Property: HI Charlotte University Place

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,999		3,999		0	3,999		0	Total Rooms Available	39,345		39,345		0	39,216		129
1,435		3,585		-2,150	3,340		-1,905	Total Rooms Sold	13,327		30,043		-16,716	29,105		-15,778
35.88%		89.65%		-53.76%	83.52%		-47.64%	Occupancy %	33.87%		76.36%		-42.49%	74.22%		-40.34%
78.25		113.81		-35.56	114.83		-36.58	Average Rate	91.59		111.51		-19.92	109.98		-18.39
28.08		102.03		-73.95	95.90		-67.83	REVPAR	31.03		85.15		-54.12	81.63		-50.60
REVENUES																
112,290	98.82	408,020	98.93	-295,729	383,523	98.56	-271,233	ROOMS	1,220,681	98.86	3,350,174	98.77	-2,129,494	3,201,041	98.74	-1,980,360
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,343	1.18	4,399	1.07	-3,056	5,611	1.44	-4,268	MISCELLANEOUS	14,097	1.14	41,570	1.23	-27,473	41,006	1.26	-26,909
113,633	100.00	412,419	100.00	-298,785	389,134	100.00	-275,501	TOTAL REVENUES	1,234,778	100.00	3,391,744	100.00	-2,156,966	3,242,046	100.00	-2,007,269
DEPARTMENT EXPENSES																
18,863	16.80	84,004	20.59	-65,142	82,166	21.42	-63,304	ROOMS EXPENSE	279,835	22.92	743,543	22.19	-463,709	713,701	22.30	-433,867
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
634	47.21	1,002	22.78	-368	1,820	32.44	-1,186	MISCELLANEOUS EXPENSE	3,770	26.74	8,511	20.47	-4,741	11,496	28.04	-7,726
19,497	17.16	85,006	20.61	-65,510	83,986	21.58	-64,490	TOTAL DEPARTMENTAL EXPENSES	283,604	22.97	752,054	22.17	-468,450	725,197	22.37	-441,593
DEPARTMENTAL PROFIT																
93,428	83.20	324,015	79.41	-230,587	301,357	78.58	-207,929	ROOMS PROFIT	940,846	77.08	2,606,631	77.81	-1,665,785	2,487,339	77.70	-1,546,493
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
709	52.79	3,397	77.22	-2,688	3,791	67.56	-3,082	MISCELLANEOUS PROFIT	10,327	73.26	33,059	79.53	-22,731	29,510	71.96	-19,182
94,137	82.84	327,412	79.39	-233,275	305,148	78.42	-211,011	TOTAL DEPARTMENTAL PROFIT	951,173	77.03	2,639,690	77.83	-1,688,516	2,516,849	77.63	-1,565,676
3,988	3.51	33,227	8.06	-29,239	30,543	7.85	-26,555	A & G EXPENSE	214,701	17.39	324,946	9.58	-110,245	298,513	9.21	-83,812
2,233	1.97	1,891	0.46	342	1,825	0.47	409	TELECOM	20,914	1.69	18,914	0.56	2,001	18,735	0.58	2,180
4,791	4.22	7,679	1.86	-2,889	12,519	3.22	-7,728	SALES & MARKETING EXPENSES	69,348	5.62	90,378	2.66	-21,030	84,386	2.60	-15,038
13,127	11.55	57,646	13.98	-44,518	55,255	14.20	-42,128	FRANCHISE FEES	169,106	13.70	476,169	14.04	-307,063	457,183	14.10	-288,077
4,918	4.33	13,620	3.30	-8,702	16,650	4.28	-11,732	MAINTENANCE EXPENSES	60,102	4.87	142,763	4.21	-82,661	133,749	4.13	-73,647
6,322	5.56	13,118	3.18	-6,796	11,713	3.01	-5,392	UTILITIES EXPENSE	75,225	6.09	119,097	3.51	-43,872	118,522	3.66	-43,297
35,379	31.13	127,181	30.84	-91,802	128,505	33.02	-93,126	TOTAL ADMIN EXPENSES	609,396	49.35	1,172,267	34.56	-562,871	1,111,087	34.27	-501,691
58,758	51.71	200,231	48.55	-141,473	176,643	45.39	-117,885	HOUSE PROFIT	341,777	27.68	1,467,423	43.26	-1,125,646	1,405,763	43.36	-1,063,985
FIXED EXPENSES																
6,537	5.75	10,314	2.50	-3,777	9,728	2.50	-3,191	MANAGEMENT FEES	41,836	3.39	84,825	2.50	-42,989	81,051	2.50	-39,215
53,875	47.41	59,303	14.38	-5,428	51,673	13.28	2,201	FIXED EXPENSES	535,496	43.37	560,378	16.52	-24,882	499,336	15.40	36,161

-1,654	-1.46	130,614	31.67	-132,268	115,241	29.61	-116,895	NET OPERATING INCOME	-235,555	-19.08	822,220	24.24	-1,057,775	825,376	25.46	-1,060,931
82,871	72.93	34,443	8.35	48,428	92,353	23.73	-9,482	Other	860,049	69.65	337,104	9.94	522,945	888,319	27.40	-28,270
-84,525	-74.38	96,171	23.32	-180,696	22,888	5.88	-107,413	N.I. after Other	-1,095,604	-88.73	485,116	14.30	-1,580,719	-62,943	-1.94	-1,032,661
-31,970		96,171		-128,141	75,443		-107,413	Cash before Depreciation/Amortization	-570,054		485,116		-1,055,169	462,607		-1,032,661

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Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
21,194	18.87	171,647	42.07	-150,453	120,367	31.38	-99,173	Rack/ Premium	387,677	31.76	1,448,729	43.24	-1,061,053	1,275,075	39.83	-887,399
6,708	5.97	92,831	22.75	-86,123	74,497	19.42	-67,789	Corporate	186,192	15.25	676,581	20.20	-490,390	602,120	18.81	-415,928
53,674	47.80	69,548	17.05	-15,874	104,839	27.34	-51,164	Discounts - Other	380,020	31.13	813,432	24.28	-433,413	866,295	27.06	-486,275
738	0.66	4,302	1.05	-3,564	4,080	1.06	-3,342	Government	21,163	1.73	48,021	1.43	-26,858	44,526	1.39	-23,363
26,352	23.47	27,102	6.64	-750	22,729	5.93	3,623	Locally Negotiated Rate	154,363	12.65	187,512	5.60	-33,149	191,295	5.98	-36,932
-79	-0.07	0	0.00	-79	0	0.00	-79	Allowances	-732	-0.06	0	0.00	-732	-1,275	-0.04	543
108,587	96.70	365,430	89.56	-256,844	326,512	85.13	-217,925	Total Transient Revenue	1,128,682	92.46	3,174,276	94.75	-2,045,594	2,978,035	93.03	-1,849,354
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
3,084	2.75	42,589	10.44	-39,505	54,640	14.25	-51,556	Group- Corporate	86,527	7.09	175,898	5.25	-89,371	195,303	6.10	-108,776
3,084	2.75	42,589	10.44	-39,505	54,640	14.25	-51,556	Total Group Revenue	86,527	7.09	175,898	5.25	-89,371	195,303	6.10	-108,776
620	0.55	0	0.00	620	2,371	0.62	-1,751	Guaranteed No-Show	5,472	0.45	0	0.00	5,472	27,703	0.87	-22,231
112,290	100.00	408,020	100.00	-295,729	383,523	100.00	-271,233	Total Rooms Revenue	1,220,681	100.00	3,350,174	100.00	-2,129,494	3,201,041	100.00	-1,980,360
ROOM STATISTICS																
233	16	1,291	36	-1,058	819	25	-586	Rack/ Premium Rooms	3,389	25	11,055	37	-7,666	9,758	34	-6,369
81	6	860	24	-779	680	20	-599	Corporate Rooms	1,814	14	6,154	20	-4,340	5,566	19	-3,752
705	49	717	20	-12	1,028	31	-323	Discounts - Other Rooms	4,981	37	8,779	29	-3,798	9,486	33	-4,505
6	0	36	1	-30	34	1	-28	Government Rooms	178	1	408	1	-230	379	1	-201
379	26	251	7	128	199	6	180	Locally Negotiated Corporate Rooms	1,997	15	1,747	6	250	1,784	6	213
1,404	98	3,155	88	-1,751	2,760	83	-1,356	Total Transient Stats	12,359	93	28,142	94	-15,783	26,973	93	-14,614
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
31	2	430	12	-399	580	17	-549	Group- Corporate Rooms	968	7	1,901	6	-933	2,132	7	-1,164
31	2	430	12	-399	580	17	-549	Total Group Stats	968	7	1,901	6	-933	2,132	7	-1,164
1,435	100	3,585	100	-2,150	3,340	100	-1,905	TOTAL ROOM STATISTICS	13,327	100	30,043	100	-16,716	29,105	100	-15,778
Other Room Stats																
0	0	0	0	0	33	1	-33	Comp Rooms	62	0	0	0	62	137	0	-75
0	0	0	0	0	0	0	0	House Use Rooms	0	0	0	0	0	1	0	-1
1,131	79	0	0	1,131	2,526	76	-1,395	Single Occupancy	10,455	78	0	0	10,455	21,577	74	-11,122
304	21	0	0	304	814	24	-510	Multiple Occupancy	2,870	22	0	0	2,870	7,257	25	-4,387
38	3	0	0	38	6	0	32	Out of Order Rooms	528	4	0	0	528	93	0	435
1,843	128	0	0	1,843	4,443	133	-2,600	# of Guests	17,204	129	0	0	17,204	38,983	134	-21,779

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

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ADR																
90.96		133.00		-42.04	146.97		-56.01	Rack/Premium ADR	114.39		131.05		-16.66	130.67		-16.28
82.81		107.89		-25.08	109.55		-26.74	Corporate ADR	102.64		109.94		-7.30	108.18		-5.54
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
76.13		97.00		-20.86	101.98		-25.85	Discount ADR	76.29		92.66		-16.37	91.32		-15.03
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
123.00		120.00		3.00	120.00		3.00	Government ADR	118.89		117.61		1.28	117.48		1.41
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
69.53		108.00		-38.47	114.22		-44.69	Local Negotiated ADR	77.30		107.36		-30.06	107.23		-29.93
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
77.34		115.83		-38.49	118.30		-40.96	Total Transient ADR	91.32		112.79		-21.47	110.41		-19.08
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
99.49		99.00		0.49	94.21		5.28	Group - Corporate ADR	89.39		92.55		-3.16	91.61		-2.22
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
99.49		99.00		0.49	94.21		5.28	Total Group ADR	89.39		92.55		-3.16	91.61		-2.22

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
5,508	3.84	8,583	2.39	-3,075	7,585	2.27	-2,076	FD/ Guest Service Reps	29,680	2.23	71,928	2.39	-42,248	64,827	2.23	-35,147
0	0.00	3,588	1.00	-3,588	676	0.20	-676	Executive Housekeeper	5,183	0.39	34,585	1.15	-29,402	27,063	0.93	-21,880
0	0.00	1,276	0.36	-1,276	2,729	0.82	-2,729	Asst Exec Housekeeper/ Inspectress	3,546	0.27	12,555	0.42	-9,009	15,441	0.53	-11,895
3,104	2.16	13,363	3.73	-10,259	11,082	3.32	-7,978	Housekeepers	32,212	2.42	111,986	3.73	-79,774	101,029	3.47	-68,817
0	0.00	2,999	0.84	-2,999	4,050	1.21	-4,050	Housemen	12,867	0.97	29,509	0.98	-16,642	30,018	1.03	-17,151
1,742	1.21	3,438	0.96	-1,696	3,283	0.98	-1,541	Laundry	7,488	0.56	28,811	0.96	-21,323	27,527	0.95	-20,039
0	0.00	2,459	0.69	-2,459	2,699	0.81	-2,699	Comp Breakfast Hostess	6,707	0.50	24,191	0.81	-17,484	26,113	0.90	-19,406
1,125	0.78	3,090	0.86	-1,965	2,936	0.88	-1,810	Night Audit	27,178	2.04	30,401	1.01	-3,223	30,076	1.03	-2,898
1,022	0.71	3,595	1.00	-2,573	3,097	0.93	-2,075	Payroll Taxes	12,507	0.94	32,482	1.08	-19,975	30,224	1.04	-17,718
-1,811	-1.26	1,995	0.56	-3,806	2,239	0.67	-4,050	Employee Benefits	8,491	0.64	19,950	0.66	-11,459	17,609	0.61	-9,118
1,000	0.70	1,450	0.40	-450	166	0.05	834	Vacation /PTO	19,141	1.44	14,500	0.48	4,641	11,870	0.41	7,272
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,926	0.14	5,000	0.17	-3,074	4,994	0.17	-3,069
0	0.00	150	0.04	-150	300	0.09	-300	Bonus/Incentive Pay	0	0.00	1,500	0.05	-1,500	2,306	0.08	-2,306
11,691	8.15	45,986	12.83	-34,296	40,840	12.23	-29,150	Total P/R & R/Benefits- Rooms	166,925	12.53	417,398	13.89	-250,473	389,098	13.37	-222,173
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	215	0.06	-215	127	0.04	-127	Newspapers	345	0.03	1,803	0.06	-1,457	1,464	0.05	-1,119
1,687	1.18	13,265	3.70	-11,577	13,693	4.10	-12,006	Comp Breakfast	27,390	2.06	111,159	3.70	-83,769	110,413	3.79	-83,023
0	0.00	250	0.07	-250	2,153	0.64	-2,153	Comp Breakfast- Equipment	124	0.01	1,000	0.03	-876	3,224	0.11	-3,100
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	0	0.00	0
0	0.00	287	0.08	-287	0	0.00	0	Laundry Supplies	380	0.03	2,403	0.08	-2,023	1,203	0.04	-822
0	0.00	1,972	0.55	-1,972	2,072	0.62	-2,072	Linen Supplies	1,730	0.13	16,524	0.55	-14,793	10,314	0.35	-8,584
1,691	1.18	1,642	0.46	49	1,642	0.49	49	Cable TV	15,711	1.18	16,423	0.55	-712	16,322	0.56	-611
452	0.31	452	0.13	0	452	0.14	0	HSIA Support	4,718	0.35	4,515	0.15	203	4,665	0.16	53
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	250	0.01	-250	141	0.00	-141
0	0.00	2,916	0.81	-2,916	6,457	1.93	-6,457	Reservations Expense	10,560	0.79	29,160	0.97	-18,600	31,949	1.10	-21,389
702	0.49	3,944	1.10	-3,241	4,085	1.22	-3,382	Guest Room Supplies	10,985	0.82	33,047	1.10	-22,062	35,992	1.24	-25,007
1,154	0.80	609	0.17	545	425	0.13	730	Cleaning Supplies	3,635	0.27	5,107	0.17	-1,472	4,266	0.15	-631
281	0.20	538	0.15	-257	527	0.16	-246	Ecolab Core Supplies	3,980	0.30	4,507	0.15	-527	3,799	0.13	181
1,204	0.84	11,364	3.17	-10,160	8,623	2.58	-7,418	Travel Agents Commission	31,591	2.37	95,236	3.17	-63,645	90,579	3.11	-58,987
0	0.00	200	0.06	-200	654	0.20	-654	Uniforms	471	0.04	2,000	0.07	-1,529	4,440	0.15	-3,968
0	0.00	365	0.10	-365	417	0.12	-417	Walk Expense	354	0.03	3,011	0.10	-2,656	5,832	0.20	-5,478
0	0.00	0	0.00	0	0	0.00	0	COVID 19 Supplies	933	0.07	0	0.00	933	0	0.00	933
7,172	5.00	38,018	10.60	-30,846	41,326	12.37	-34,154	Total Operating - Rooms	112,910	8.47	326,145	10.86	-213,236	324,604	11.15	-211,694
18,863	13.14	84,004	23.43	-65,142	82,166	24.60	-63,304	Total Expenses- Rooms	279,835	21.00	743,543	24.75	-463,709	713,701	24.52	-433,867
93,428	65.11	324,015	90.38	-230,587	301,357	90.23	-207,929	Net Income- Rooms	940,846	70.60	2,606,631	86.76	-1,665,785	2,487,339	85.46	-1,546,493

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
 For Property: Hampton Inn Raleigh Cary
 00- Master P&L-CAPSTONE
 As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary
For Property: Hampton Inn Raleigh Cary
00- Master P&L-CAPSTONE
As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
2	0.00	50	0.00	-49	27	0.00	-26	Long Distance	18	0.00	500	0.00	-482	178	0.00	-160
45	0.00	75	0.00	-30	124	0.00	-79	Internet Access Fees	520	0.00	750	0.00	-230	1,019	0.00	-499
46	0.00	125	0.00	-79	151	0.00	-105	Total Phone Revenues	538	0.00	1,250	0.00	-713	1,197	0.00	-660
COS- Communication																
73	0.06	75	0.02	-2	78	0.02	-5	COS-Local	694	0.06	750	0.02	-56	922	0.03	-228
836	55,738.00	550	1,100.00	286	506	1,857.36	330	COS-Long Distance	6,857	38,630.99	5,500	1,100.00	1,357	4,512	2,534.59	2,345
1,271	2,851.90	1,291	1,721.81	-21	1,291	1,043.52	-21	COS-HSIA ISP	12,501	2,405.18	12,914	1,721.81	-413	12,933	1,268.90	-432
2,179	0.00	1,916	0.00	263	1,876	0.00	304	Total COS- Comm	20,052	0.00	19,164	0.00	888	18,366	0.00	1,685
-2,133	0.00	-1,791	0.00	-342	-1,725	0.00	-409	Gross Margin- Comm	-19,514	0.00	-17,914	0.00	-1,601	-17,169	0.00	-2,345
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	951	0.00	1,000	0.00	-49	1,181	0.00	-230
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	449	0.00	0	0.00	449	384	0.00	65
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,400	0.00	1,000	0.00	400	1,566	0.00	-165
2,233	0.00	1,891	0.00	342	1,825	0.00	409	N.I.- Comm Dept	20,914	0.00	18,914	0.00	2,001	18,735	0.00	2,180

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	215	8.97	-215	35	0.86	-35	Laundry/Valet	205	2.13	1,803	8.36	-1,597	1,595	7.00	-1,390
38	3.48	0	0.00	38	1,213	29.83	-1,175	Gift Shop Sales	38	0.39	0	0.00	38	10,835	47.57	-10,797
1	0.05	0	0.00	1	0	0.00	1	Miscellaneous	1	0.01	0	0.00	1	0	0.00	0
512	46.87	750	31.26	-238	2,820	69.31	-2,307	Late Cancellation Income	3,491	36.18	6,250	28.98	-2,759	8,821	38.73	-5,330
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	300	3.11	0	0.00	300	0	0.00	300
0	0.00	0	0.00	0	0	0.00	0	Tax Discounts Earned	0	0.00	1,500	6.95	-1,500	1,526	6.70	-1,526
542	49.61	1,434	59.77	-892	0	0.00	542	Market Sales	5,614	58.18	12,017	55.71	-6,403	0	0.00	5,614
1,093	100.00	2,399	100.00	-1,306	4,068	100.00	-2,975	Total Miscellaneous Revenues	9,649	100.00	21,570	100.00	-11,920	22,777	100.00	-13,128
COSales- Miscellaneous																
0	0.00	215	100.00	-215	35	100.00	-35	COS-Laundry/Valet	205	100.00	1,803	100.00	-1,597	1,791	112.27	-1,585
423	1,113.58	0	0.00	423	1,785	147.13	-1,362	COS-Gift Shop	423	1,113.58	0	0.00	423	9,463	87.34	-9,040
211	38.88	717	50.00	-506	0	0.00	211	COS- Market	3,047	54.27	6,009	50.00	-2,962	0	0.00	3,047
634	58.01	932	38.85	-298	1,820	44.74	-1,186	Total COS- Miscellaneous	3,675	38.09	7,811	36.21	-4,136	11,254	49.41	-7,579
250	100.00	1,900	95.00	-1,650	1,544	100.00	-1,294	Banquet Room Rental	4,230	95.10	19,000	95.00	-14,770	17,579	96.44	-13,349
0	0.00	100	5.00	-100	0	0.00	0	Banquet Room F & B	218	4.90	1,000	5.00	-782	650	3.56	-432
250	100.00	2,000	100.00	-1,750	1,544	100.00	-1,294	Total Meeting Room Revenues	4,448	100.00	20,000	100.00	-15,552	18,228	100.00	-13,781
Cost of Sales- Meeting Room																
0	0.00	70	3.50	-70	0	0.00	0	COS-Banquet Room F & B	57	1.29	700	3.50	-643	0	0.00	57
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	37	0.84	0	0.00	37	242	1.33	-205
709	64.87	3,397	141.59	-2,688	3,791	93.20	-3,082	Total Miscellaneous Profit	10,327	107.03	33,059	153.26	-22,731	29,510	129.56	-19,182

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
4,740	4.17	6,342	1.54	-1,602	6,174	1.59	-1,434	General Manager	53,116	4.30	61,858	1.82	-8,742	60,522	1.87	-7,406
816	0.72	4,286	1.04	-3,470	1,700	0.44	-884	Assistant General Manager	34,101	2.76	42,170	1.24	-8,069	22,969	0.71	11,132
551	0.49	808	0.20	-256	586	0.15	-34	Payroll Taxes	8,162	0.66	8,476	0.25	-315	6,996	0.22	1,166
700	0.62	951	0.23	-251	1,008	0.26	-308	Employee Benefits	14,334	1.16	9,510	0.28	4,824	10,139	0.31	4,194
100	0.09	0	0.00	100	0	0.00	100	Vacation /PTO	7,100	0.58	0	0.00	7,100	3,500	0.11	3,600
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,083	0.17	0	0.00	2,083	1,185	0.04	898
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	4,323	0.35	7,500	0.22	-3,177	4,617	0.14	-295
6,908	6.08	12,387	3.00	-5,479	9,467	2.43	-2,560	Total P/R & R/B- A&G	123,219	9.98	129,514	3.82	-6,295	109,929	3.39	13,290
Operating Expenses- A&G																
0	0.00	350	0.08	-350	1,924	0.49	-1,924	Employee Relations	1,229	0.10	4,150	0.12	-2,921	7,613	0.23	-6,384
2,000	1.76	2,000	0.48	0	2,000	0.51	0	Accounting Fees	20,000	1.62	20,000	0.59	0	20,000	0.62	0
1,964	1.73	1,205	0.29	759	1,941	0.50	23	Data Processing	14,242	1.15	12,373	0.36	1,869	13,003	0.40	1,239
177	0.16	538	0.13	-361	366	0.09	-189	Office Supplies	2,434	0.20	4,506	0.13	-2,072	3,803	0.12	-1,369
44	0.04	99	0.02	-55	44	0.01	0	Muzak	422	0.03	987	0.03	-565	768	0.02	-346
0	0.00	300	0.07	-300	66	0.02	-66	Travel & Lodging	739	0.06	6,750	0.20	-6,011	7,821	0.24	-7,082
0	0.00	80	0.02	-80	15	0.00	-15	Meals and Entertainment	35	0.00	800	0.02	-765	319	0.01	-284
0	0.00	75	0.02	-75	0	0.00	0	Telephone	218	0.02	750	0.02	-532	200	0.01	18
120	0.11	0	0.00	120	260	0.07	-140	Licenses and Permits	1,873	0.15	1,652	0.05	221	2,104	0.06	-231
0	0.00	179	0.04	-179	84	0.02	-84	Postage	790	0.06	1,502	0.04	-713	1,041	0.03	-252
0	0.00	250	0.06	-250	0	0.00	0	Recruitment	922	0.07	3,250	0.10	-2,328	1,315	0.04	-393
206	0.18	180	0.04	26	178	0.05	28	Employment Screening/ Drug Testing	1,204	0.10	1,800	0.05	-596	1,611	0.05	-407
0	0.00	100	0.02	-100	0	0.00	0	Training	399	0.03	1,000	0.03	-601	124	0.00	275
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	272	0.01	-272
180	0.16	315	0.08	-135	150	0.04	30	Dues/Subscriptions	1,307	0.11	3,150	0.09	-1,843	1,656	0.05	-349
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	36	0.00	-36
-6,207	-5.46	12,017	2.91	-18,224	8,786	2.26	-14,993	Credit Card Commissions	27,809	2.25	98,783	2.91	-70,974	88,509	2.73	-60,700
-3,230	-2.84	0	0.00	-3,230	0	0.00	-3,230	Cash Over/Short	-5,949	-0.48	0	0.00	-5,949	1,045	0.03	-6,994
0	0.00	0	0.00	0	0	0.00	0	Moving Expenses	0	0.00	0	0.00	0	1,901	0.06	-1,901
0	0.00	175	0.04	-175	151	0.04	-151	Equipment Rental	1,542	0.12	1,750	0.05	-208	1,648	0.05	-106
232	0.20	500	0.12	-268	452	0.12	-221	Payroll Services	4,019	0.33	6,405	0.19	-2,386	6,257	0.19	-2,238
991	0.87	1,500	0.36	-509	1,388	0.36	-398	Bank Charges	11,687	0.95	15,000	0.44	-3,313	14,494	0.45	-2,807
90	0.08	0	0.00	90	2,041	0.52	-1,951	Chargebacks	57	0.00	0	0.00	57	2,102	0.06	-2,045
515	0.45	977	0.24	-462	1,231	0.32	-716	Workers Comp Insurance	6,504	0.53	10,824	0.32	-4,320	10,942	0.34	-4,438
-2,920	-2.57	20,840	5.05	-23,759	21,076	5.42	-23,995	Total Operating- A&G	91,482	7.41	195,432	5.76	-103,950	188,585	5.82	-97,102
3,988	3.51	33,227	8.06	-29,239	30,543	7.85	-26,555	Total Expenses- A&G	214,701	17.39	324,946	9.58	-110,245	298,513	9.21	-83,812

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
1,056	0.93	1,356	0.33	-300	1,320	0.34	-264	Director of Sales	11,352	0.92	13,340	0.39	-1,988	14,175	0.44	-2,823
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	0	0.00	0	0.00	0	222	0.01	-222
453	0.40	1,168	0.28	-714	800	0.21	-347	Revenue Management	6,005	0.49	11,675	0.34	-5,670	8,297	0.26	-2,293
0	0.00	172	0.04	-172	0	0.00	0	E Commerce Management	516	0.04	1,721	0.05	-1,205	0	0.00	516
426	0.37	2,655	0.64	-2,229	2,483	0.64	-2,057	Sales Coordinator	25,054	2.03	26,124	0.77	-1,070	23,163	0.71	1,891
204	0.18	332	0.08	-128	332	0.09	-129	Payroll Taxes	3,475	0.28	3,518	0.10	-43	2,999	0.09	476
313	0.28	292	0.07	21	320	0.08	-7	Employee Benefits	3,112	0.25	2,920	0.09	192	2,403	0.07	709
1,113	0.98	0	0.00	1,113	0	0.00	1,113	Vacation / PTO	3,757	0.30	0	0.00	3,757	60	0.00	3,697
0	0.00	0	0.00	0	0	0.00	0	Holiday	509	0.04	0	0.00	509	360	0.01	149
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,577	0.21	3,879	0.11	-1,302	674	0.02	1,904
3,565	3.14	5,974	1.45	-2,410	5,256	1.35	-1,691	Total P/R & R/B- Sales	56,357	4.56	63,177	1.86	-6,820	52,352	1.61	4,005
Operating Expenses- Sales																
0	0.00	40	0.01	-40	0	0.00	0	Printing & Stationary	65	0.01	160	0.00	-95	0	0.00	65
0	0.00	25	0.01	-25	11	0.00	-11	Office Supplies	275	0.02	450	0.01	-175	609	0.02	-334
0	0.00	60	0.01	-60	41	0.01	-41	Travel & Lodging	275	0.02	600	0.02	-325	2,251	0.07	-1,976
0	0.00	50	0.01	-50	13	0.00	-13	Meals & Entertainment	24	0.00	500	0.01	-476	182	0.01	-157
0	0.00	100	0.02	-100	679	0.17	-679	Promotions	-12	0.00	1,200	0.04	-1,212	1,730	0.05	-1,742
0	0.00	50	0.01	-50	0	0.00	0	Telephone	0	0.00	500	0.01	-500	0	0.00	0
0	0.00	40	0.01	-40	0	0.00	0	Postage	0	0.00	400	0.01	-400	0	0.00	0
0	0.00	125	0.03	-125	0	0.00	0	Sales Training	212	0.02	500	0.01	-288	1,137	0.04	-925
-634	-0.56	65	0.02	-699	3,400	0.87	-4,034	Dues & Subscriptions	5,308	0.43	8,716	0.26	-3,408	9,959	0.31	-4,652
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	150	0.00	-150	21	0.00	-21
1,500	1.32	0	0.00	1,500	1,500	0.39	0	Outdoor Advertising	1,500	0.12	0	0.00	1,500	1,500	0.05	0
0	0.00	200	0.05	-200	200	0.05	-200	e Commerce Costs	0	0.00	3,100	0.09	-3,100	3,529	0.11	-3,529
360	0.32	800	0.19	-440	1,419	0.36	-1,059	Brand Paid Search	5,344	0.43	8,000	0.24	-2,656	10,940	0.34	-5,596
0	0.00	150	0.04	-150	0	0.00	0	Internet Advertising	0	0.00	1,500	0.04	-1,500	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	700	0.02	-700	176	0.01	-176
1,226	1.08	1,705	0.41	-479	7,263	1.87	-6,037	Total Operating- Sales	12,991	1.05	27,201	0.80	-14,210	32,034	0.99	-19,043
4,791	4.22	7,679	1.86	-2,889	12,519	3.22	-7,728	Total Expenses-Sales	69,348	5.62	90,378	2.66	-21,030	84,386	2.60	-15,038

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,734	1.32	-4,734	4,609	1.38	-4,609	Chief Engineer	20,107	1.51	46,040	1.53	-25,933	41,016	1.41	-20,909
3,520	2.45	2,280	0.64	1,240	1,982	0.59	1,538	General Maintenance	9,867	0.74	22,431	0.75	-12,564	20,415	0.70	-10,548
338	0.24	533	0.15	-195	482	0.14	-144	Payroll Taxes	2,895	0.22	5,297	0.18	-2,402	4,916	0.17	-2,021
0	0.00	1,430	0.40	-1,430	1,430	0.43	-1,430	Employee Benefits	7,430	0.56	14,300	0.48	-6,870	14,290	0.49	-6,860
0	0.00	0	0.00	0	0	0.00	0	Holiday	484	0.04	1,222	0.04	-738	1,222	0.04	-738
100	0.07	0	0.00	100	206	0.06	-106	Vacation /PTO	5,514	0.41	0	0.00	5,514	3,365	0.12	2,148
3,958	2.76	8,977	2.50	-5,019	8,709	2.61	-4,751	Total P/R & Related Expenses- Maintenance	46,297	3.47	89,290	2.97	-42,993	85,224	2.93	-38,928
Operating Expenses- R & M																
0	0.00	100	0.03	-100	0	0.00	0	Laundry Equipment	175	0.01	1,000	0.03	-825	0	0.00	175
180	0.13	717	0.20	-537	3,029	0.91	-2,849	Building Maintenance	1,540	0.12	6,009	0.20	-4,468	7,525	0.26	-5,984
327	0.23	287	0.08	40	240	0.07	87	Light Bulbs	825	0.06	2,403	0.08	-1,578	2,118	0.07	-1,293
0	0.00	251	0.07	-251	1,394	0.42	-1,394	Electrical & Mechanical	113	0.01	2,103	0.07	-1,990	2,356	0.08	-2,243
0	0.00	359	0.10	-359	0	0.00	0	HVAC	523	0.04	3,004	0.10	-2,481	1,486	0.05	-962
85	0.06	538	0.15	-453	538	0.16	-453	Plumbing & Boiler	1,220	0.09	4,506	0.15	-3,286	4,370	0.15	-3,150
119	0.08	365	0.10	-246	257	0.08	-139	Pool	138	0.01	2,212	0.07	-2,074	2,725	0.09	-2,587
0	0.00	662	0.18	-662	805	0.24	-805	Grounds & Landscaping	3,160	0.24	7,820	0.26	-4,660	7,699	0.26	-4,539
0	0.00	60	0.02	-60	139	0.04	-139	Signage	129	0.01	600	0.02	-471	821	0.03	-692
0	0.00	466	0.13	-466	166	0.05	-166	Furniture & Fixtures	461	0.03	3,906	0.13	-3,445	3,652	0.13	-3,191
0	0.00	179	0.05	-179	75	0.02	-75	Painting	493	0.04	1,502	0.05	-1,009	1,133	0.04	-640
0	0.00	50	0.01	-50	402	0.12	-402	Carpet & Floor	50	0.00	3,150	0.10	-3,100	3,023	0.10	-2,972
0	0.00	72	0.02	-72	0	0.00	0	Window Treatments	0	0.00	601	0.02	-601	123	0.00	-123
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	400	0.01	-400	428	0.01	-428
0	0.00	72	0.02	-72	30	0.01	-30	Telephone	30	0.00	601	0.02	-571	270	0.01	-240
125	0.09	72	0.02	53	0	0.00	125	Locks & Keys	125	0.01	601	0.02	-476	773	0.03	-648
0	0.00	75	0.02	-75	450	0.13	-450	Radio & TV	0	0.00	750	0.02	-750	457	0.02	-457
125	0.09	120	0.03	5	316	0.09	-191	Exterminating	1,207	0.09	1,575	0.05	-368	1,836	0.06	-630
0	0.00	200	0.06	-200	99	0.03	-99	Fire & Safety	3,021	0.23	4,671	0.16	-1,650	1,455	0.05	1,565
0	0.00	0	0.00	0	0	0.00	0	Elevator	593	0.04	6,059	0.20	-5,466	6,273	0.22	-5,680
960	0.67	4,643	1.30	-3,683	7,941	2.38	-6,981	Total Operating - R & M	13,805	1.04	53,473	1.78	-39,668	48,524	1.67	-34,719
4,918	3.43	13,620	3.80	-8,702	16,650	4.99	-11,732	Total Expenses- R & M	60,102	4.51	142,763	4.75	-82,661	133,749	4.60	-73,647

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,918	2.73	6,200	1.73	-2,282	4,566	1.37	-649	Electricity	41,206	3.09	55,880	1.86	-14,674	53,902	1.85	-12,695
735	0.51	1,459	0.41	-724	1,254	0.38	-520	Gas	8,467	0.64	12,042	0.40	-3,575	12,904	0.44	-4,437
1,488	1.04	5,069	1.41	-3,581	5,372	1.61	-3,884	Water & Sewer	22,968	1.72	47,275	1.57	-24,307	47,407	1.63	-24,439
181	0.13	390	0.11	-209	521	0.16	-339	Waste Removal	2,583	0.19	3,900	0.13	-1,317	4,309	0.15	-1,726
6,322	4.41	13,118	3.66	-6,796	11,713	3.51	-5,392	Total Expenses- Utilities	75,225	5.64	119,097	3.96	-43,872	118,522	4.07	-43,297

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Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
5,653	5.03	24,481	6.00	-18,828	23,181	6.04	-17,528	Franchise Fees/ Royalties	72,244	5.92	201,010	6.00	-128,766	193,017	6.03	-120,773
3,768	3.36	16,351	4.01	-12,583	15,454	4.03	-11,686	Advertising	48,162	3.95	134,257	4.01	-86,095	128,681	4.02	-80,519
3,706	3.30	16,814	4.12	-13,108	15,967	4.16	-12,261	Frequent Traveler	48,020	3.93	140,902	4.21	-92,882	132,985	4.15	-84,965
0	0.00	0	0.00	0	654	0.17	-654	Brand Guest Fees	680	0.06	0	0.00	680	2,500	0.08	-1,820
13,127	11.69	57,646	14.13	-44,518	55,255	14.41	-42,128	Total Franchise Fees Expense	169,106	13.85	476,169	14.21	-307,063	457,183	14.28	-288,077

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Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
2,841	2.50	10,314	2.50	-7,473	9,728	2.50	-6,887	Management Fees	30,869	2.50	84,825	2.50	-53,956	81,051	2.50	-50,182
3,696	3.25	0	0.00	3,696	0	0.00	3,696	Management Fees- Owner	10,967	0.89	0	0.00	10,967	0	0.00	10,967
6,537	5.75	10,314	2.50	-3,777	9,728	2.50	-3,191	Total Management Fees Expense	41,836	3.39	84,825	2.50	-42,989	81,051	2.50	-39,215

Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
27,773	24.44	27,773	6.73	0	26,965	6.93	809	Ground Lease	275,308	22.30	274,499	8.09	808	267,289	8.24	8,018
10,876	9.57	16,510	4.00	-5,635	10,876	2.79	0	FF & E Reserve	108,758	8.81	135,792	4.00	-27,034	109,092	3.36	-335
10,341	9.10	10,341	2.51	0	9,358	2.40	983	Real Estate Tax	103,412	8.37	103,412	3.05	0	78,294	2.41	25,118
274	0.24	274	0.07	0	268	0.07	6	Personal Property Tax	2,824	0.23	2,740	0.08	83	2,680	0.08	143
4,610	4.06	4,404	1.07	206	4,207	1.08	403	Insurance	45,195	3.66	43,935	1.30	1,260	41,980	1.29	3,216
53,875	47.41	59,303	14.38	-5,428	51,673	13.28	2,201	TOTAL FIXED EXPENSES	535,496	43.37	560,378	16.52	-24,882	499,336	15.40	36,161

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Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	22,890	1.85	0	0.00	22,890	3,365	0.10	19,524
49,763	43.79	0	0.00	49,763	49,763	12.79	0	Depreciation	497,630	40.30	0	0.00	497,630	497,630	15.35	0
2,792	2.46	0	0.00	2,792	2,792	0.72	0	Amortization Expense	27,920	2.26	0	0.00	27,920	27,920	0.86	0
30,316	26.68	30,316	7.35	0	30,514	7.84	-198	Interest Expense	302,712	24.52	303,157	8.94	-444	305,741	9.43	-3,029
0	0.00	4,128	1.00	-4,128	3,891	1.00	-3,891	Asset Management Fee	5,349	0.43	33,948	1.00	-28,599	32,419	1.00	-27,070
0	0.00	0	0.00	0	5,393	1.39	-5,393	Extraordinary Expenses	3,548	0.29	0	0.00	3,548	21,243	0.66	-17,695
82,871	72.93	34,443	8.35	48,428	92,353	23.73	-9,482	Total Other	860,049	69.65	337,104	9.94	522,945	888,319	27.40	-28,270

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Company: 201 Ashville Raleigh dba HI Raleigh Cary Property: Hampton Inn Raleigh Cary

For Property: Hampton Inn Raleigh Cary

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

For Property: HGI Atlanta Alpharetta

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
5,084		5,084		0	5,084		0	Total Rooms Available	50,020		50,020		0	49,856		164
1,684		3,855		-2,171	3,723		-2,039	Total Rooms Sold	21,810		34,810		-13,000	34,186		-12,376
33.12%		75.83%		-42.70%	73.23%		-40.11%	Occupancy %	43.60%		69.59%		-25.99%	68.57%		-24.97%
78.81		151.50		-72.70	153.02		-74.21	Average Rate	100.43		149.84		-49.42	154.21		-53.79
26.10		114.88		-88.78	112.06		-85.95	REVPAR	43.79		104.28		-60.49	105.74		-61.95
REVENUES																
132,711	80.31	584,050	85.60	-451,339	569,698	85.95	-436,987	ROOMS	2,190,280	87.70	5,215,980	85.98	-3,025,700	5,271,885	85.63	-3,081,606
23,175	14.02	73,223	10.73	-50,049	68,207	10.29	-45,033	FOOD	188,205	7.54	627,156	10.34	-438,951	670,291	10.89	-482,086
1,578	0.95	11,694	1.71	-10,116	11,332	1.71	-9,754	BEVERAGE	19,387	0.78	96,128	1.58	-76,742	80,385	1.31	-60,999
7,785	4.71	13,303	1.95	-5,517	13,592	2.05	-5,807	MISCELLANEOUS	99,680	3.99	126,954	2.09	-27,274	133,911	2.18	-34,231
165,249	100.00	682,270	100.00	-517,021	662,829	100.00	-497,580	TOTAL REVENUES	2,497,551	100.00	6,066,218	100.00	-3,568,667	6,156,473	100.00	-3,658,922
DEPARTMENT EXPENSES																
41,558	31.31	95,231	16.31	-53,673	118,880	20.87	-77,322	ROOMS EXPENSE	550,017	25.11	889,082	17.05	-339,065	942,951	17.89	-392,934
17,039	73.52	48,416	66.12	-31,378	50,737	74.39	-33,698	FOOD EXPENSE	163,528	86.89	442,415	70.54	-278,887	476,066	71.02	-312,538
1,136	71.98	5,719	48.91	-4,584	5,591	49.34	-4,455	BEVERAGE EXPENSE	20,126	103.81	52,399	54.51	-32,273	66,397	82.60	-46,271
966	12.41	1,496	11.24	-530	2,120	15.60	-1,154	MISCELLANEOUS EXPENSE	11,581	11.62	14,726	11.60	-3,145	20,536	15.34	-8,954
60,699	36.73	150,862	22.11	-90,164	177,328	26.75	-116,629	TOTAL DEPARTMENTAL EXPENSES	745,253	29.84	1,398,623	23.06	-653,370	1,505,950	24.46	-760,697
DEPARTMENTAL PROFIT																
91,153	68.69	488,819	83.69	-397,666	450,818	79.13	-359,665	ROOMS PROFIT	1,640,262	74.89	4,326,898	82.95	-2,686,636	4,328,934	82.11	-2,688,672
6,136	26.48	24,807	33.88	-18,671	17,471	25.61	-11,334	FOOD PROFIT	24,676	13.11	184,740	29.46	-160,064	194,225	28.98	-169,549
442	28.02	5,975	51.09	-5,532	5,741	50.66	-5,299	BEVERAGE PROFIT	-739	-3.81	43,729	45.49	-44,469	13,988	17.40	-14,728
6,819	87.59	11,807	88.76	-4,988	11,472	84.40	-4,653	MISCELLANEOUS PROFIT	88,099	88.38	112,228	88.40	-24,129	113,376	84.66	-25,277
104,551	63.27	531,408	77.89	-426,857	485,502	73.25	-380,951	TOTAL DEPARTMENTAL PROFIT	1,752,298	70.16	4,667,595	76.94	-2,915,298	4,650,523	75.54	-2,898,225
ADMIN EXPENSES																
12,285	7.43	48,324	7.08	-36,039	50,900	7.68	-38,615	A & G EXPENSE	320,945	12.85	473,591	7.81	-152,646	481,295	7.82	-160,350
3,605	2.18	2,313	0.34	1,292	2,393	0.36	1,211	TELECOM	31,793	1.27	23,467	0.39	8,326	24,121	0.39	7,671
12,457	7.54	29,523	4.33	-17,066	28,893	4.36	-16,435	SALES & MARKETING EXPENSES	163,700	6.55	317,694	5.24	-153,994	302,045	4.91	-138,346
17,033	10.31	73,561	10.78	-56,528	70,322	10.61	-53,289	FRANCHISE FEES	267,378	10.71	658,545	10.86	-391,167	663,863	10.78	-396,485
10,554	6.39	21,019	3.08	-10,465	20,573	3.10	-10,019	MAINTENANCE EXPENSES	137,817	5.52	198,792	3.28	-60,975	207,108	3.36	-69,292
16,058	9.72	21,506	3.15	-5,448	21,586	3.26	-5,529	UTILITIES EXPENSE	171,013	6.85	212,110	3.50	-41,097	209,029	3.40	-38,016
71,992	43.57	196,247	28.76	-124,255	194,668	29.37	-122,675	TOTAL ADMIN EXPENSES	1,092,645	43.75	1,884,199	31.06	-791,554	1,887,462	30.66	-794,817
32,558	19.70	335,161	49.12	-302,603	290,834	43.88	-258,276	HOUSE PROFIT	659,653	26.41	2,783,396	45.88	-2,123,744	2,763,061	44.88	-2,103,408
FIXED EXPENSES																
7,865	4.76	17,065	2.50	-9,201	16,571	2.50	-8,706	MANAGEMENT FEES	73,443	2.94	151,734	2.50	-78,291	153,912	2.50	-80,469
126,794	76.73	124,035	18.18	2,759	124,067	18.72	2,727	FIXED EXPENSES	1,256,346	50.30	1,233,839	20.34	22,507	1,243,124	20.19	13,221

-102,100	-61.79	194,061	28.44	-296,161	150,196	22.66	-252,296 NET OPERATING INCOME	-670,136	-26.83	1,397,824	23.04	-2,067,960	1,366,024	22.19	-2,036,161
182,643	110.53	90,281	13.23	92,362	186,745	28.17	-4,102 Other	1,825,053	73.07	895,246	14.76	929,807	1,889,482	30.69	-64,428
-284,743	-172.31	103,779	15.21	-388,522	-36,549	-5.51	-248,194 N.I. after Other	-2,495,190	-99.91	502,578	8.28	-2,997,767	-523,457	-8.50	-1,971,732
-188,600		103,779		-292,379	59,594		-248,194 Cash before Depreciation/Amortization	-1,533,760		502,578		-2,036,337	437,973		-1,971,732

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
36,039	27.16	156,047	26.72	-120,008	154,238	27.07	-118,199	Rack/ Premium	604,302	27.59	1,508,153	28.91	-903,851	1,404,926	26.65	-800,623
1,035	0.78	135,192	23.15	-134,157	141,294	24.80	-140,259	Corporate	364,385	16.64	1,354,298	25.96	-989,913	1,427,590	27.08	-1,063,205
67,096	50.56	67,885	11.62	-789	99,515	17.47	-32,420	Discounts - Other	487,387	22.25	774,469	14.85	-287,082	903,648	17.14	-416,261
0	0.00	6,052	1.04	-6,052	6,105	1.07	-6,105	Government	7,578	0.35	56,588	1.08	-49,010	49,435	0.94	-41,857
2,939	2.21	120,851	20.69	-117,912	44,196	7.76	-41,257	Locally Negotiated Rate	109,434	5.00	658,156	12.62	-548,722	588,529	11.16	-479,095
-312	-0.23	0	0.00	-312	-774	-0.14	462	Allowances	-2,319	-0.11	0	0.00	-2,319	-9,810	-0.19	7,490
106,797	80.47	486,027	83.22	-379,230	444,575	78.04	-337,778	Total Transient Revenue	1,570,767	71.72	4,351,665	83.43	-2,780,898	4,364,319	82.78	-2,793,551
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
24,531	18.48	95,023	16.27	-70,492	122,694	21.54	-98,163	Group- Corporate	607,073	27.72	838,315	16.07	-231,242	882,456	16.74	-275,383
24,531	18.48	95,023	16.27	-70,492	122,694	21.54	-98,163	Total Group Revenue	607,073	27.72	838,315	16.07	-231,242	882,456	16.74	-275,383
1,383	1.04	3,000	0.51	-1,617	2,430	0.43	-1,046	Guaranteed No-Show	12,439	0.57	26,000	0.50	-13,561	25,111	0.48	-12,671
132,711	100.00	584,050	100.00	-451,339	569,698	100.00	-436,987	Total Rooms Revenue	2,190,280	100.00	5,215,980	100.00	-3,025,700	5,271,885	100.00	-3,081,606
ROOM STATISTICS																
409	24	848	22	-439	852	23	-443	Rack/ Premium Rooms	4,720	22	8,337	24	-3,617	7,661	22	-2,941
11	1	810	21	-799	761	20	-750	Corporate Rooms	2,269	10	8,180	23	-5,911	7,884	23	-5,615
921	55	771	20	150	769	21	152	Discounts - Other Rooms	6,208	28	7,784	22	-1,576	7,951	23	-1,743
0	0	39	1	-39	38	1	-38	Government Rooms	66	0	348	1	-282	324	1	-258
43	3	732	19	-689	277	7	-234	Locally Negotiated Corporate Rooms	799	4	3,997	11	-3,198	3,496	10	-2,697
1,384	82	3,200	83	-1,816	2,697	72	-1,313	Total Transient Stats	14,062	64	28,645	82	-14,583	27,316	80	-13,254
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
300	18	655	17	-355	1,026	28	-726	Group- Corporate Rooms	7,748	36	6,165	18	1,583	6,870	20	878
300	18	655	17	-355	1,026	28	-726	Total Group Stats	7,748	36	6,165	18	1,583	6,870	20	878
1,684	100	3,855	100	-2,171	3,723	100	-2,039	TOTAL ROOM STATISTICS	21,810	100	34,810	100	-13,000	34,186	100	-12,376
Other Room Stats																
30	2	0	0	30	21	1	9	Comp Rooms	132	1	0	0	132	141	0	-9
0	0	0	0	0	0	0	0	Single Occupancy	0	0	0	0	0	90	0	-90
756	45	0	0	756	1,046	28	-290	Multiple Occupancy	4,889	22	0	0	4,889	8,493	25	-3,604
225	13	0	0	225	34	1	191	Out of Order Rooms	1,316	6	0	0	1,316	431	1	885
2,706	161	0	0	2,706	5,073	136	-2,367	# of Guests	28,537	131	0	0	28,537	47,056	138	-18,519

Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta

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ADR																
88.11		184.00		-95.88	181.03		-92.92	Rack/Premium ADR	128.03		180.90		-52.87	183.39		-55.36
94.07		167.00		-72.93	185.67		-91.60	Corporate ADR	160.59		165.57		-4.98	181.07		-20.48
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
72.85		88.05		-15.20	129.41		-56.56	Discount ADR	78.51		99.50		-20.99	113.65		-35.14
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		157.00		-157.00	160.66		-160.66	Government ADR	114.82		162.56		-47.74	152.58		-37.76
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
68.36		165.00		-96.64	159.55		-91.19	Local Negotiated ADR	136.96		164.67		-27.70	168.34		-31.38
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
77.17		151.90		-74.73	164.84		-87.68	Total Transient ADR	111.70		151.91		-40.21	159.77		-48.07
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
81.77		145.00		-63.23	119.58		-37.81	Group - Corporate ADR	78.35		135.99		-57.64	128.45		-50.10
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
81.77		145.00		-63.23	119.58		-37.81	Total Group ADR	78.35		135.99		-57.64	128.45		-50.10

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Company: 4025 Windward Plaza Alpharetta dba HGI Alpharetta Property: HGI Atlanta Alpharetta
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
2,869	1.70	6,997	1.82	-4,128	8,791	2.36	-5,922	FD/ Guest Service Reps	27,116	1.24	67,917	1.95	-40,801	73,925	2.16	-46,809
731	0.43	2,744	0.71	-2,013	2,822	0.76	-2,091	FD/Supervisor	16,904	0.78	26,996	0.78	-10,092	26,983	0.79	-10,079
4,094	2.43	3,956	1.03	138	3,851	1.03	243	Executive Housekeeper	36,799	1.69	38,806	1.11	-2,007	37,036	1.08	-237
996	0.59	2,832	0.73	-1,836	5,210	1.40	-4,214	Asst Exec Housekeeper/ Inspectress	8,590	0.39	33,470	0.96	-24,880	39,745	1.16	-31,155
359	0.21	19,121	4.96	-18,762	5,751	1.54	-5,392	Housekeepers	17,700	0.81	172,663	4.96	-154,963	55,946	1.64	-38,246
2,849	1.69	9,039	2.34	-6,190	4,932	1.32	-2,083	Housemen	28,531	1.31	77,903	2.24	-49,372	26,565	0.78	1,966
0	0.00	0	0.00	0	0	0.00	0	Van Drivers	0	0.00	0	0.00	0	1,850	0.05	-1,850
741	0.44	5,320	1.38	-4,579	715	0.19	25	Laundry	10,051	0.46	48,774	1.40	-38,723	8,854	0.26	1,198
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast Hostess	8,386	0.38	0	0.00	8,386	0	0.00	8,386
3,575	2.12	4,712	1.22	-1,137	4,731	1.27	-1,156	Night Audit	38,105	1.75	46,360	1.33	-8,255	43,816	1.28	-5,711
1,232	0.73	3,553	0.92	-2,321	3,256	0.87	-2,024	Payroll Taxes	18,819	0.86	33,644	0.97	-14,826	30,294	0.89	-11,476
1,026	0.61	1,827	0.47	-801	1,308	0.35	-282	Employee Benefits	14,902	0.68	18,270	0.52	-3,368	16,905	0.49	-2,003
751	0.45	800	0.21	-49	1,468	0.39	-718	Vacation /PTO	29,952	1.37	8,000	0.23	21,952	10,472	0.31	19,480
0	0.00	0	0.00	0	0	0.00	0	Holiday	4,366	0.20	4,800	0.14	-434	5,280	0.15	-914
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	795	0.02	-795
6,429	3.82	0	0.00	6,429	11,007	2.96	-4,578	Contract Labor- Housekeepers	82,186	3.77	0	0.00	82,186	117,167	3.43	-34,980
2,020	1.20	0	0.00	2,020	4,685	1.26	-2,665	Contract Labor- Houseperson	20,032	0.92	0	0.00	20,032	58,077	1.70	-38,046
2,302	1.37	0	0.00	2,302	4,792	1.29	-2,490	Contract Labor- Laundry	23,047	1.06	0	0.00	23,047	42,703	1.25	-19,656
29,974	17.80	60,901	15.80	-30,928	63,319	17.01	-33,346	Total P/R & R/Benefits- Rooms	385,487	17.67	577,603	16.59	-192,116	596,414	17.45	-210,927
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	424	0.11	-424	316	0.08	-316	Newspapers	1,369	0.06	3,829	0.11	-2,460	3,625	0.11	-2,256
0	0.00	0	0.00	0	0	0.00	0	Comp Breakfast	17,055	0.78	0	0.00	17,055	0	0.00	17,055
1,794	1.07	3,354	0.87	-1,560	3,845	1.03	-2,051	Rooms- Promotion	12,586	0.58	30,285	0.87	-17,699	32,403	0.95	-19,817
0	0.00	50	0.01	-50	0	0.00	0	Guest Transportation	-80	0.00	500	0.01	-580	607	0.02	-687
18	0.01	154	0.04	-136	0	0.00	18	Laundry Supplies	1,433	0.07	1,392	0.04	41	839	0.02	594
1,148	0.68	2,313	0.60	-1,165	5,021	1.35	-3,873	Linen Supplies	11,403	0.52	20,886	0.60	-9,483	23,810	0.70	-12,407
1,891	1.12	1,990	0.52	-99	1,915	0.51	-24	Cable TV	17,372	0.80	19,900	0.57	-2,528	19,446	0.57	-2,075
574	0.34	333	0.09	241	574	0.15	0	HSIA Support	5,793	0.27	3,330	0.10	2,463	6,040	0.18	-247
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	878	0.03	-878
627	0.37	1,812	0.47	-1,184	2,182	0.59	-1,554	Reservations Expense	5,442	0.25	16,361	0.47	-10,918	16,666	0.49	-11,224
1,896	1.13	4,433	1.15	-2,537	5,182	1.39	-3,286	Guest Room Supplies	19,810	0.91	40,032	1.15	-20,222	39,049	1.14	-19,239
236	0.14	1,157	0.30	-921	1,505	0.40	-1,269	Cleaning Supplies	6,524	0.30	10,443	0.30	-3,919	11,817	0.35	-5,294
942	0.56	655	0.17	287	1,161	0.31	-219	Ecolab Core Supplies	4,806	0.22	5,917	0.17	-1,111	4,714	0.14	92
2,062	1.22	17,155	4.45	-15,093	33,358	8.96	-31,296	Travel Agents Commission	56,192	2.58	154,905	4.45	-98,712	178,727	5.23	-122,535
0	0.00	400	0.10	-400	502	0.13	-502	Uniforms	79	0.00	3,200	0.09	-3,121	7,260	0.21	-7,180
0	0.00	100	0.03	-100	0	0.00	0	Walk Expense	0	0.00	500	0.01	-500	656	0.02	-656
396	0.24	0	0.00	396	0	0.00	396	COVID 19 Supplies	4,748	0.22	0	0.00	4,748	0	0.00	4,748
11,585	6.88	34,329	8.91	-22,745	55,561	14.92	-43,976	Total Operating - Rooms	164,531	7.54	311,479	8.95	-146,948	346,538	10.14	-182,007
41,558	24.68	95,231	24.70	-53,673	118,880	31.93	-77,322	Total Expenses- Rooms	550,017	25.22	889,082	25.54	-339,065	942,951	27.58	-392,934
91,153	54.13	488,819	126.80	-397,666	450,818	121.09	-359,665	Net Income- Rooms	1,640,262	75.21	4,326,898	124.30	-2,686,636	4,328,934	126.63	-2,688,672

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Food & Beverage Summary																
14,965	60.46	45,803	53.94	-30,839	41,679	52.40	-26,715	Total Food Sales	114,969	55.38	390,326	53.97	-275,357	395,636	52.70	-280,667
1,578	6.38	11,694	13.77	-10,116	11,332	14.25	-9,754	Total Beverage Sales	19,387	9.34	96,128	13.29	-76,742	80,385	10.71	-60,999
0	0.00	5,000	5.89	-5,000	4,827	6.07	-4,827	Total Banquet A/V	9,446	4.55	41,500	5.74	-32,054	51,957	6.92	-42,511
8,210	33.17	22,420	26.40	-14,210	21,702	27.28	-13,491	Total Banquet Misc	63,790	30.73	195,330	27.01	-131,540	222,698	29.67	-158,908
24,753	100.00	84,917	100.00	-60,165	79,539	100.00	-54,787	Total F & B Sales	207,591	100.00	723,284	100.00	-515,693	750,676	100.00	-543,085
6,951	46.45	16,883	36.86	-9,932	16,749	40.19	-9,798	Food Cost	53,803	46.80	143,755	36.83	-89,951	156,532	39.56	-102,729
632	40.05	3,613	30.89	-2,981	3,540	31.24	-2,908	Beverage Costs	10,387	53.58	29,858	31.06	-19,471	31,128	38.72	-20,741
0	0.00	250	5.00	-250	610	12.65	-610	Banquet A/V Costs	1,733	18.35	2,075	5.00	-342	8,209	15.80	-6,475
7,583	30.64	20,746	24.43	-13,163	20,899	26.28	-13,316	Total F & B Costs	65,924	31.76	175,688	24.29	-109,764	195,869	26.09	-129,945
7,934	53.02	23,871	52.12	-15,937	26,639	63.91	-18,705	Food Wages	77,428	67.35	228,676	58.59	-151,248	243,957	61.66	-166,529
0	0.00	1,328	11.36	-1,328	1,521	13.43	-1,521	Beverage Wages	2,699	13.92	14,616	15.20	-11,917	13,904	17.30	-11,205
7,934	47.96	25,199	43.83	-17,265	28,161	53.12	-20,227	Total F & B Wages	80,127	59.64	243,292	50.01	-163,165	257,860	54.17	-177,733
565	3.42	3,201	5.57	-2,636	3,662	6.91	-3,097	F & B- P T & E B	20,930	15.58	35,138	7.22	-14,207	36,373	7.64	-15,442
8,499	34.34	28,400	33.44	-19,901	31,823	40.01	-23,324	TTL P/R and Benefits	101,058	48.68	278,430	38.50	-177,372	294,233	39.20	-193,175
1,588	10.61	4,437	9.69	-2,849	3,351	8.04	-1,763	Food Operating Expenses	10,302	8.96	35,257	9.03	-24,955	33,674	8.51	-23,372
504	31.94	553	4.73	-49	255	2.25	249	Beverage Operating Expenses	6,371	32.86	5,440	5.66	931	18,687	23.25	-12,316
2,092	8.45	4,990	5.88	-2,898	3,606	4.53	-1,513	Total F & B Operating Expenses	16,673	8.03	40,697	5.63	-24,024	52,361	6.98	-35,688
6,578	26.58	30,782	36.25	-24,203	23,212	29.18	-16,633	Net F & B Income	23,937	11.53	228,470	31.59	-204,533	208,213	27.74	-184,276

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
4,950	21.36	17,348	23.69	-12,398	16,474	24.15	-11,524	Garden Grill Breakfast	35,751	19.00	127,086	20.26	-91,335	123,704	18.46	-87,953
0	0.00	4,048	5.53	-4,048	3,514	5.15	-3,514	Garden Grill Dinner	8,537	4.54	37,292	5.95	-28,754	35,277	5.26	-26,740
4,950	21.36	21,395	29.22	-16,445	19,987	29.30	-15,037	Total Garden Grill	44,288	23.53	164,378	26.21	-120,089	158,981	23.72	-114,693
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,735	2.37	-1,735	1,829	2.68	-1,829	Room Service Dinner	4,299	2.28	17,998	2.87	-13,699	16,933	2.53	-12,635
0	0.00	173	0.24	-173	200	0.29	-200	Room Service Delivery Charge	456	0.24	1,800	0.29	-1,344	1,745	0.26	-1,289
0	0.00	1,908	2.61	-1,908	2,029	2.97	-2,029	Total Room Service	4,755	2.53	19,798	3.16	-15,043	18,678	2.79	-13,924
1,870	8.07	4,500	6.15	-2,630	3,646	5.35	-1,776	Banquet Breakfast	13,527	7.19	54,500	8.69	-40,973	58,305	8.70	-44,777
2,585	11.15	10,000	13.66	-7,415	7,096	10.40	-4,511	Banquet Lunch	29,005	15.41	76,000	12.12	-46,995	86,299	12.87	-57,294
2,924	12.62	3,000	4.10	-76	3,853	5.65	-929	Banquet Dinner	7,218	3.84	29,150	4.65	-21,932	23,845	3.56	-16,627
2,390	10.31	0	0.00	2,390	300	0.44	2,090	Banquet Reception	2,390	1.27	0	0.00	2,390	300	0.04	2,090
246	1.06	5,000	6.83	-4,755	4,768	6.99	-4,523	Banquet Breaks	13,786	7.32	46,500	7.41	-32,714	49,228	7.34	-35,442
10,015	43.21	22,500	30.73	-12,485	19,663	28.83	-9,648	Total Banquets	65,926	35.03	206,150	32.87	-140,224	217,977	32.52	-152,051
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
14,965	64.57	45,803	62.55	-30,839	41,679	61.11	-26,715	Net Food Revenue	114,969	61.09	390,326	62.24	-275,357	395,636	59.02	-280,667
3,800	16.40	14,000	19.12	-10,200	12,635	18.52	-8,835	Banquet Room Rental	37,751	20.06	120,500	19.21	-82,749	137,358	20.49	-99,607
0	0.00	5,000	6.83	-5,000	4,827	7.08	-4,827	Banquet A/V	9,446	5.02	41,500	6.62	-32,054	51,957	7.75	-42,511
868	3.74	100	0.14	768	74	0.11	794	Banquet Miscellaneous	979	0.52	1,000	0.16	-21	559	0.08	420
3,543	15.29	8,320	11.36	-4,777	8,992	13.18	-5,450	F & B Service Charges	25,060	13.32	73,830	11.77	-48,770	84,782	12.65	-59,722
8,210	35.43	27,420	37.45	-19,210	26,528	38.89	-18,318	Total Banquets Other	73,236	38.91	236,830	37.76	-163,594	274,655	40.98	-201,419
23,175	100.00	73,223	100.00	-50,049	68,207	100.00	-45,033	Total Food Revenues	188,205	100.00	627,156	100.00	-438,951	670,291	100.00	-482,086

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Cost of Goods Sold																
6,951	46.45	16,883	36.86	-9,932	16,749	40.19	-9,798	Cost of Sales - Food	53,803	46.80	143,755	36.83	-89,951	156,532	39.56	-102,729
0	0.00	250	0.05	-250	610	0.13	-610	Cost of Sales- Banquet A/V	1,733	0.18	2,075	0.05	-342	8,209	0.16	-6,475
6,951	46.45	17,133	37.41	-10,182	17,360	41.65	-10,408	Total Cost of Good Sold	55,537	48.31	145,830	37.36	-90,293	164,741	41.64	-109,204
Food Payroll																
2,480	10.70	3,932	5.37	-1,452	3,828	5.61	-1,348	Restaurant Manager	13,168	7.00	38,350	6.11	-25,182	36,349	5.42	-23,181
1,178	5.08	4,910	6.71	-3,732	4,945	7.25	-3,768	Servers	14,651	7.78	47,901	7.64	-33,250	49,165	7.33	-34,513
1,663	7.17	10,196	13.92	-8,533	11,986	17.57	-10,323	Cooks	27,757	14.75	95,710	15.26	-67,953	106,022	15.82	-78,265
1,048	4.52	1,528	2.09	-480	1,643	2.41	-595	Banquet Server	4,642	2.47	15,031	2.40	-10,389	14,535	2.17	-9,894
0	0.00	1,215	1.66	-1,215	1,848	2.71	-1,848	Banquet Setup	3,961	2.10	11,955	1.91	-7,995	15,502	2.31	-11,542
503	2.17	1,040	1.42	-537	1,172	1.72	-669	F & B Service Charge- Payout	6,207	3.30	9,229	1.47	-3,021	11,860	1.77	-5,653
565	2.44	2,535	3.46	-1,970	2,646	3.88	-2,081	Payroll Taxes	9,048	4.81	24,653	3.93	-15,605	25,849	3.86	-16,801
1,062	4.58	1,050	1.43	12	1,217	1.78	-155	Employee Benefits	7,042	3.74	10,500	1.67	-3,458	10,328	1.54	-3,286
0	0.00	440	0.60	-440	741	1.09	-741	Vacation /PTO	10,002	5.31	4,400	0.70	5,602	4,363	0.65	5,638
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,212	0.64	3,600	0.57	-2,388	3,483	0.52	-2,270
0	0.00	0	0.00	0	0	0.00	0	Contract Labor	0	0.00	0	0.00	0	195	0.03	-195
8,499	36.67	26,846	36.66	-18,348	30,026	44.02	-21,528	Total Food Wages	97,690	51.91	261,329	41.67	-163,639	277,651	41.42	-179,961
Operating Expenses																
0	0.00	77	0.11	-77	0	0.00	0	China	347	0.18	564	0.09	-217	0	0.00	347
0	0.00	77	0.11	-77	295	0.43	-295	Glass	0	0.00	564	0.09	-564	295	0.04	-295
0	0.00	77	0.11	-77	222	0.33	-222	Silverware	152	0.08	564	0.09	-412	558	0.08	-405
0	0.00	77	0.11	-77	116	0.17	-116	Tableware	169	0.09	564	0.09	-395	510	0.08	-341
0	0.00	116	0.16	-116	0	0.00	0	Linens	0	0.00	846	0.13	-846	1,396	0.21	-1,396
0	0.00	0	0.00	0	0	0.00	0	Data Processing- F & B	0	0.00	1,495	0.24	-1,495	1,429	0.21	-1,429
370	1.60	347	0.47	23	513	0.75	-143	Contract Cleaning	994	0.53	3,133	0.50	-2,139	3,169	0.47	-2,175
0	0.00	77	0.11	-77	0	0.00	0	Supplies- Other	0	0.00	696	0.11	-696	-92	-0.01	92
466	2.01	1,349	1.84	-883	1,071	1.57	-604	Cleaning Supplies	3,100	1.65	12,184	1.94	-9,084	13,095	1.95	-9,995
591	2.55	732	1.00	-142	49	0.07	542	Supplies- Paper	2,363	1.26	6,614	1.05	-4,251	6,517	0.97	-4,154
0	0.00	900	1.23	-900	0	0.00	0	Menus	0	0.00	1,800	0.29	-1,800	0	0.00	0
81	0.35	347	0.47	-266	278	0.41	-198	Kitchen & Utensils Supplies	677	0.36	3,133	0.50	-2,456	3,595	0.54	-2,918
0	0.00	0	0.00	0	330	0.48	-330	Uniforms	0	0.00	500	0.08	-500	416	0.06	-416
80	0.35	260	0.36	-180	296	0.43	-216	Equipment Rental	1,926	1.02	2,600	0.41	-674	2,584	0.39	-658
0	0.00	0	0.00	0	181	0.27	-181	Promotions	574	0.31	0	0.00	574	203	0.03	371
1,588	6.85	4,437	6.06	-2,849	3,351	4.91	-1,763	Total Operating Expense- Food	10,302	5.47	35,257	5.62	-24,955	33,674	5.02	-23,372
17,039	73.52	48,416	66.12	-31,378	50,737	74.39	-33,698	Total Food Costs	163,528	86.89	442,415	70.54	-278,887	476,066	71.02	-312,538
6,136	26.48	24,807	33.88	-18,671	17,471	25.61	-11,334	N.I.- Food Department	24,676	13.11	184,740	29.46	-160,064	194,225	28.98	-169,549

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	4,241	36.26	-4,241	3,041	26.84	-3,041	Garden Grill Beer	5,388	27.79	36,682	38.16	-31,294	23,615	29.38	-18,227
0	0.00	1,928	16.48	-1,928	2,319	20.46	-2,319	Garden Grill Wine	4,052	20.90	18,962	19.73	-14,910	17,661	21.97	-13,609
0	0.00	4,626	39.56	-4,626	4,422	39.02	-4,422	Garden Grill Liquor	8,265	42.63	35,684	37.12	-27,420	35,271	43.88	-27,006
0	0.00	10,794	92.30	-10,794	9,782	86.32	-9,782	Total Garden Grill Beverage	17,705	91.32	91,328	95.01	-73,624	76,546	95.22	-58,842
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
390	24.71	300	2.57	90	0	0.00	390	Banquet Liquor	390	2.01	1,600	1.66	-1,210	84	0.10	306
791	50.10	300	2.57	491	609	5.37	182	Banquet Beer	791	4.08	1,600	1.66	-810	1,636	2.04	-846
398	25.19	300	2.57	98	942	8.31	-544	Banquet Wine	502	2.59	1,600	1.66	-1,099	2,119	2.64	-1,618
1,578	100.00	900	7.70	678	1,550	13.68	28	Total Banquet Beverage	1,682	8.68	4,800	4.99	-3,118	3,839	4.78	-2,157
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
1,578	100.00	11,694	100.00	-10,116	11,332	100.00	-9,754	Total Beverage Revenue	19,387	100.00	96,128	100.00	-76,742	80,385	100.00	-60,999

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Cost of Goods Sold																
256	16.21	1,379	11.79	-1,123	1,480	13.06	-1,225	Cost of Sales - Liquor	3,728	19.23	10,440	10.86	-6,712	11,645	14.49	-7,918
217	13.75	1,498	12.81	-1,281	1,087	9.59	-870	Cost of Sales - Beer	3,398	17.53	12,633	13.14	-9,235	9,763	12.14	-6,364
159	10.09	735	6.29	-576	972	8.58	-813	Cost of Sales - Wine	3,261	16.82	6,785	7.06	-3,524	9,720	12.09	-6,459
632	40.05	3,613	30.89	-2,981	3,540	31.24	-2,908	Total COGS- Beverage	10,387	53.58	29,858	31.06	-19,471	31,128	38.72	-20,741
Beverage Payroll																
0	0.00	1,328	11.36	-1,328	1,521	13.43	-1,521	Bartender	2,699	13.92	14,616	15.20	-11,917	13,904	17.30	-11,205
0	0.00	226	1.93	-226	275	2.42	-275	Payroll Taxes	668	3.45	2,485	2.58	-1,816	2,678	3.33	-2,009
0	0.00	1,554	13.29	-1,554	1,796	15.85	-1,796	Total Beverage Payroll	3,368	17.37	17,101	17.79	-13,733	16,582	20.63	-13,214
Operating Expenses- Beverage																
504	31.94	508	4.34	-4	100	0.88	404	Licenses & Permits	6,371	32.86	5,080	5.28	1,291	18,335	22.81	-11,964
0	0.00	45	0.00	-45	155	0.01	-155	Uniforms	0	0.00	360	0.00	-360	352	0.00	-352
504	31.94	553	4.73	-49	255	2.25	249	Total Operating- Beverage	6,371	32.86	5,440	5.66	931	18,687	23.25	-12,316
1,136	71.98	5,719	48.91	-4,584	5,591	49.34	-4,455	Total Beverage Costs	20,126	103.81	52,399	54.51	-32,273	66,397	82.60	-46,271
442	28.02	5,975	51.09	-5,532	5,741	50.66	-5,299	Net Income- Beverage	-739	-3.81	43,729	45.49	-44,469	13,988	17.40	-14,728

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FOOD STATS																
397	0.81	0	0.00	397	1,222	0.47	-825	Restaurant Breakfast Covers	2,670	0.41	0	0.00	2,670	9,270	0.37	-6,600
0	0.00	0	0.00	0	242	0.09	-242	Restaurant Dinner Covers	569	0.09	0	0.00	569	2,540	0.10	-1,971
0	0.00	0	0.00	0	101	0.04	-101	Room Service Dinner Covers	226	0.03	0	0.00	226	882	0.04	-656
1	0.00	0	0.00	1	236	0.09	-235	Banquet Breakfast Covers	798	0.12	0	0.00	798	3,824	0.15	-3,026
1	0.00	0	0.00	1	289	0.11	-288	Banquet Lunch Covers	981	0.15	0	0.00	981	3,500	0.14	-2,519
59	0.12	0	0.00	59	123	0.05	-64	Banquet Dinner Covers	154	0.02	0	0.00	154	1,180	0.05	-1,026
32	0.07	0	0.00	32	390	0.15	-358	Banquet Breaks Covers	1,104	0.17	0	0.00	1,104	3,846	0.15	-2,742
490	1.00	0	0.00	490	2,603	1.00	-2,113	Total Food Covers	6,502	1.00	0	0.00	6,502	25,042	1.00	-18,540

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TELECOM																
TELEPHONE REVENUES																
32	0.00	154	0.00	-122	46	0.00	-14	Long Distance	149	0.00	1,392	0.00	-1,243	1,336	0.00	-1,187
64	0.00	193	0.00	-128	297	0.00	-233	Internet Access Fees	1,039	0.00	1,741	0.00	-701	1,629	0.00	-589
96	0.00	347	0.00	-251	343	0.00	-247	Total Phone Revenues	1,188	0.00	3,133	0.00	-1,945	2,965	0.00	-1,776
COS- Communication																
1,358	0.82	600	0.09	758	822	0.12	537	COS-Local	9,424	0.38	6,000	0.10	3,424	6,769	0.11	2,655
0	0.00	46	29.83	-46	0	0.00	0	COS-Long Distance	0	0.00	460	33.04	-460	0	0.00	0
1,587	2,466.05	1,630	845.65	-43	1,614	543.50	-27	COS-HSIA ISP	15,611	1,501.97	16,300	936.51	-689	16,166	992.68	-555
2,945	0.00	2,276	0.00	669	2,436	0.00	509	Total COS- Comm	25,035	0.00	22,760	0.00	2,275	22,935	0.00	2,100
-2,849	0.00	-1,929	0.00	-920	-2,093	0.00	-756	Gross Margin- Comm	-23,847	0.00	-19,627	0.00	-4,220	-19,970	0.00	-3,876
Operating Expenses																
100	0.00	100	0.00	0	0	0.00	100	Equipment Cost	1,045	0.00	1,000	0.00	45	900	0.00	145
656	0.00	284	0.00	372	301	0.00	355	Equipment Maintenance	6,901	0.00	2,840	0.00	4,061	3,251	0.00	3,650
756	0.00	384	0.00	372	301	0.00	455	Total Operating - Comm	7,946	0.00	3,840	0.00	4,106	4,151	0.00	3,795
3,605	0.00	2,313	0.00	1,292	2,393	0.00	1,211	N.I.- Comm Dept	31,793	0.00	23,467	0.00	8,326	24,121	0.00	7,671

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	270	2.03	-270	121	0.89	-121	Laundry/Valet	405	0.41	2,437	1.92	-2,032	2,023	1.51	-1,619
-6	-0.07	175	1.32	-181	127	0.93	-132	Vending	2,213	2.22	2,175	1.71	38	1,868	1.39	345
0	0.00	0	0.00	0	0	0.00	0	Interest Income	0	0.00	0	0.00	0	732	0.55	-732
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	0	0.00	0	0.00	0	50	0.04	-50
50	0.64	0	0.00	50	0	0.00	50	Miscellaneous	1,796	1.80	0	0.00	1,796	205	0.15	1,591
1,302	16.73	5,436	40.86	-4,133	3,363	24.74	-2,061	Late Cancellation Income	26,891	26.98	49,082	38.66	-22,191	45,960	34.32	-19,069
0	0.00	0	0.00	0	225	1.66	-225	Smoking Fee	600	0.60	0	0.00	600	225	0.17	375
4,032	51.79	3,914	29.42	117	3,914	28.80	117	Space Rental	39,261	39.39	39,143	30.83	117	38,117	28.46	1,144
0	0.00	1,002	7.53	-1,002	1,627	11.97	-1,627	Tax Discounts Earned	5,301	5.32	9,051	7.13	-3,749	9,280	6.93	-3,978
1,803	23.16	2,506	18.84	-703	0	0.00	1,803	Market Sales	17,690	17.75	25,067	19.74	-7,377	0	0.00	17,690
604	7.76	0	0.00	604	0	0.00	604	Market Sales- Beer/Wine	5,524	5.54	0	0.00	5,524	0	0.00	5,524
0	0.00	0	0.00	0	3,272	24.07	-3,272	Pavillion Pantry	0	0.00	0	0.00	0	25,203	18.82	-25,203
0	0.00	0	0.00	0	944	6.94	-944	Pavilion Pantry Wine/Beer	0	0.00	0	0.00	0	10,248	7.65	-10,248
7,785	100.00	13,303	100.00	-5,517	13,592	100.00	-5,807	Total Miscellaneous Revenues	99,680	100.00	126,954	100.00	-27,274	133,911	100.00	-34,231
COSales- Miscellaneous																
0	0.00	243	90.00	-243	94	77.40	-94	COS-Laundry/Valet	489	120.82	2,193	90.00	-1,704	1,930	95.41	-1,442
966	53.58	1,253	50.00	-287	0	0.00	966	COS- Market	11,050	62.47	12,533	50.00	-1,483	0	0.00	11,050
0	0.00	0	0.00	0	2,026	14.91	-2,026	COGS- Pavilion Pantry	0	0.00	0	0.00	0	18,605	13.89	-18,605
966	12.41	1,496	11.24	-530	2,120	15.60	-1,154	Total COS- Miscellaneous	11,539	11.58	14,726	11.60	-3,188	20,536	15.34	-8,997
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	Banquet Setup Service Charge- Payout	43	0.04	0	0.00	43	0	0.00	43
6,819	87.59	11,807	88.76	-4,988	11,472	84.40	-4,653	Total Miscellaneous Profit	88,099	88.38	112,228	88.40	-24,129	113,376	84.66	-25,277

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
9,095	5.50	8,787	1.29	308	7,782	1.17	1,313	General Manager	78,330	3.14	86,451	1.43	-8,121	77,545	1.26	786
418	0.25	4,156	0.61	-3,738	3,681	0.56	-3,263	Assistant General Manager	33,122	1.33	40,656	0.67	-7,534	36,914	0.60	-3,792
0	0.00	994	0.15	-994	836	0.13	-836	Security	2,263	0.09	9,780	0.16	-7,517	7,502	0.12	-5,239
959	0.58	1,059	0.16	-100	1,017	0.15	-58	Payroll Taxes	9,836	0.39	10,848	0.18	-1,012	10,749	0.17	-913
1,234	0.75	1,700	0.25	-466	1,710	0.26	-476	Employee Benefits	13,756	0.55	17,000	0.28	-3,244	17,347	0.28	-3,591
2,193	1.33	0	0.00	2,193	1,138	0.17	1,055	Vacation /PTO	24,670	0.99	0	0.00	24,670	7,817	0.13	16,854
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,802	0.11	0	0.00	2,802	2,249	0.04	553
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,919	0.08	5,850	0.10	-3,931	5,678	0.09	-3,760
13,898	8.41	16,696	2.45	-2,798	16,164	2.44	-2,266	Total P/R & R/B- A&G	166,698	6.67	170,585	2.81	-3,887	165,800	2.69	898
Operating Expenses- A&G																
0	0.00	450	0.07	-450	809	0.12	-809	Employee Relations	1,849	0.07	6,500	0.11	-4,651	7,477	0.12	-5,627
2,000	1.21	2,000	0.29	0	2,000	0.30	0	Accounting Fees	20,000	0.80	20,000	0.33	0	20,000	0.32	0
1,038	0.63	1,000	0.15	38	1,196	0.18	-158	Data Processing	9,158	0.37	10,000	0.16	-842	9,911	0.16	-753
97	0.06	500	0.07	-403	585	0.09	-488	Office Supplies	2,712	0.11	4,600	0.08	-1,888	5,195	0.08	-2,482
86	0.05	90	0.01	-4	0	0.00	86	Muzak	1,011	0.04	900	0.01	111	848	0.01	162
0	0.00	100	0.01	-100	310	0.05	-310	Travel & Lodging	358	0.01	2,800	0.05	-2,442	3,250	0.05	-2,892
0	0.00	50	0.01	-50	0	0.00	0	Meals and Entertainment	15	0.00	600	0.01	-585	686	0.01	-671
0	0.00	75	0.01	-75	0	0.00	0	Telephone	113	0.00	750	0.01	-637	450	0.01	-337
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	4,547	0.18	4,070	0.07	477	4,098	0.07	449
35	0.02	155	0.02	-120	169	0.03	-134	Postage	1,115	0.04	1,550	0.03	-435	1,878	0.03	-763
0	0.00	100	0.01	-100	0	0.00	0	Recruitment	1,172	0.05	1,000	0.02	172	1,427	0.02	-255
183	0.11	120	0.02	63	167	0.03	16	Employment Screening/ Drug Testing	1,293	0.05	1,200	0.02	93	1,761	0.03	-468
0	0.00	0	0.00	0	0	0.00	0	Training	765	0.03	1,700	0.03	-935	60	0.00	705
0	0.00	0	0.00	0	29	0.00	-29	Loss & Damage	106	0.00	0	0.00	106	139	0.00	-33
120	0.07	575	0.08	-455	150	0.02	-30	Dues/Subscriptions	3,935	0.16	2,775	0.05	1,160	3,714	0.06	221
-9,863	-5.97	20,820	3.05	-30,683	26,027	3.93	-35,890	Credit Card Commissions	51,237	2.05	185,115	3.05	-133,878	193,834	3.15	-142,596
90	0.05	0	0.00	90	-608	-0.09	698	Cash Over/Short	5,103	0.20	0	0.00	5,103	-1,831	-0.03	6,934
282	0.17	300	0.04	-19	353	0.05	-72	Equipment Rental	2,769	0.11	3,000	0.05	-231	3,018	0.05	-249
461	0.28	850	0.12	-389	737	0.11	-276	Payroll Services	6,594	0.26	8,650	0.14	-2,056	8,975	0.15	-2,381
1,021	0.62	1,535	0.22	-514	1,452	0.22	-432	Bank Charges	12,669	0.51	15,350	0.25	-2,681	15,177	0.25	-2,507
1,123	0.68	0	0.00	1,123	541	0.08	582	Chargebacks	5,742	0.23	0	0.00	5,742	4,974	0.08	768
0	0.00	0	0.00	0	0	0.00	0	Sales Tax Variance	0	0.00	0	0.00	0	-193	0.00	193
1,715	1.04	2,908	0.43	-1,193	819	0.12	896	Workers Comp Insurance	21,984	0.88	32,446	0.53	-10,462	30,650	0.50	-8,666
-1,613	-0.98	31,628	4.64	-33,241	34,736	5.24	-36,349	Total Operating- A&G	154,247	6.18	303,006	4.99	-148,759	315,496	5.12	-161,248
12,285	7.43	48,324	7.08	-36,039	50,900	7.68	-38,615	Total Expenses- A&G	320,945	12.85	473,591	7.81	-152,646	481,295	7.82	-160,350

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SALES DEPARTMENT																
SALES																
P/R & R/B																
6,857	4.15	8,892	1.30	-2,035	8,656	1.31	-1,799	Director of Sales	59,779	2.39	86,475	1.43	-26,696	79,257	1.29	-19,478
0	0.00	5,606	0.82	-5,606	5,487	0.83	-5,487	Sales Manager	13,791	0.55	54,677	0.90	-40,886	48,390	0.79	-34,599
695	0.42	1,736	0.25	-1,041	1,455	0.22	-759	Revenue Management	9,216	0.37	17,360	0.29	-8,144	15,676	0.25	-6,460
0	0.00	172	0.03	-172	0	0.00	0	E Commerce Management	516	0.02	1,721	0.03	-1,205	0	0.00	516
0	0.00	6,177	0.91	-6,177	6,013	0.91	-6,013	Sales Coordinator	15,518	0.62	60,249	0.99	-44,731	52,137	0.85	-36,619
471	0.28	1,626	0.24	-1,155	1,479	0.22	-1,008	Payroll Taxes	8,169	0.33	16,523	0.27	-8,354	15,657	0.25	-7,487
886	0.54	2,450	0.36	-1,564	2,338	0.35	-1,452	Employee Benefits	14,641	0.59	24,500	0.40	-9,859	21,202	0.34	-6,561
0	0.00	0	0.00	0	0	0.00	0	Vacation / PTO	15,057	0.60	0	0.00	15,057	11,566	0.19	3,491
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,049	0.08	0	0.00	2,049	3,593	0.06	-1,544
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	6,121	0.25	9,000	0.15	-2,879	9,777	0.16	-3,656
8,909	5.39	26,659	3.91	-17,750	25,429	3.84	-16,520	Total P/R & R/B- Sales	144,858	5.80	270,505	4.46	-125,647	257,255	4.18	-112,397
Operating Expenses- Sales																
0	0.00	50	0.01	-50	0	0.00	0	Printing & Stationary	0	0.00	500	0.01	-500	408	0.01	-408
0	0.00	289	0.04	-289	535	0.08	-535	Office Supplies	998	0.04	2,690	0.04	-1,692	3,180	0.05	-2,182
0	0.00	75	0.01	-75	97	0.01	-97	Travel & Lodging	89	0.00	1,750	0.03	-1,661	1,876	0.03	-1,787
0	0.00	100	0.01	-100	199	0.03	-199	Meals & Entertainment	275	0.01	1,000	0.02	-725	901	0.01	-625
0	0.00	750	0.11	-750	819	0.12	-819	Promotions	1,648	0.07	12,250	0.20	-10,602	11,056	0.18	-9,409
0	0.00	150	0.02	-150	100	0.02	-100	Telephone	300	0.01	1,500	0.02	-1,200	1,300	0.02	-1,000
0	0.00	0	0.00	0	9	0.00	-9	Postage	0	0.00	0	0.00	0	9	0.00	-9
0	0.00	0	0.00	0	175	0.03	-175	Sales Training	37	0.00	625	0.01	-588	882	0.01	-845
2,755	1.67	0	0.00	2,755	0	0.00	2,755	Dues & Subscriptions	6,629	0.27	10,349	0.17	-3,720	9,385	0.15	-2,755
0	0.00	200	0.03	-200	0	0.00	0	Trade Show	0	0.00	1,000	0.02	-1,000	21	0.00	-21
0	0.00	0	0.00	0	0	0.00	0	Outdoor Advertising	2,400	0.10	2,400	0.04	0	4,237	0.07	-1,837
0	0.00	0	0.00	0	200	0.03	-200	e Commerce Costs	250	0.01	0	0.00	250	2,736	0.04	-2,486
793	0.48	1,100	0.16	-307	1,330	0.20	-537	Brand Paid Search	6,132	0.25	10,600	0.17	-4,468	8,801	0.14	-2,669
0	0.00	150	0.02	-150	0	0.00	0	Internet Advertising	0	0.00	1,500	0.02	-1,500	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.01	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	83	0.00	300	0.00	-217	0	0.00	83
3,548	2.15	2,864	0.42	684	3,463	0.52	85	Total Operating- Sales	18,842	0.75	47,189	0.78	-28,347	44,790	0.73	-25,948
12,457	7.54	29,523	4.33	-17,066	28,893	4.36	-16,435	Total Expenses-Sales	163,700	6.55	317,694	5.24	-153,994	302,045	4.91	-138,346

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
4,848	2.88	4,374	1.13	474	4,003	1.08		845 Chief Engineer	37,304	1.71	42,908	1.23	-5,604	36,869	1.08	435
3,046	1.81	6,645	1.72	-3,599	5,236	1.41	-2,190	General Maintenance	27,111	1.24	65,379	1.88	-38,268	52,724	1.54	-25,613
554	0.33	815	0.21	-261	745	0.20	-191	Payroll Taxes	6,245	0.29	8,013	0.23	-1,769	7,852	0.23	-1,607
98	0.06	189	0.05	-91	159	0.04	-61	Employee Benefits	1,335	0.06	1,890	0.05	-555	1,622	0.05	-287
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,691	0.08	0	0.00	1,691	1,382	0.04	309
196	0.12	0	0.00	196	250	0.07	-53	Vacation /PTO	12,562	0.58	0	0.00	12,562	250	0.01	12,313
0	0.00	0	0.00	0	1,051	0.28	-1,051	Contract Labor	3,444	0.16	0	0.00	3,444	10,209	0.30	-6,765
8,742	5.19	12,023	3.12	-3,281	11,443	3.07	-2,701	Total P/R & Related Expenses- Maintenance	89,692	4.11	118,190	3.40	-28,498	110,907	3.24	-21,215
Operating Expenses- R & M																
25	0.01	300	0.08	-275	234	0.06	-209	Auto Expense	554	0.03	2,400	0.07	-1,846	4,121	0.12	-3,566
0	0.00	270	0.07	-270	1,860	0.50	-1,860	Laundry Equipment	2,396	0.11	2,437	0.07	-41	4,736	0.14	-2,340
0	0.00	425	0.11	-425	601	0.16	-601	Building Maintenance	1,042	0.05	4,250	0.12	-3,208	4,755	0.14	-3,713
130	0.08	335	0.09	-205	262	0.07	-132	Light Bulbs	1,329	0.06	3,045	0.09	-1,716	3,504	0.10	-2,175
0	0.00	290	0.08	-290	96	0.03	-96	Electrical & Mechanical	461	0.02	2,680	0.08	-2,219	3,160	0.09	-2,700
224	0.13	450	0.12	-226	0	0.00	224	HVAC	1,483	0.07	5,150	0.15	-3,667	5,135	0.15	-3,652
33	0.02	500	0.13	-467	6	0.00	27	Plumbing & Boiler	5,053	0.23	4,500	0.13	553	5,529	0.16	-476
9	0.01	125	0.03	-116	0	0.00	9	Pool	1,829	0.08	1,250	0.04	579	1,541	0.05	289
576	0.34	1,765	0.46	-1,189	1,508	0.41	-932	Grounds & Landscaping	9,056	0.42	17,650	0.51	-8,594	19,766	0.58	-10,710
0	0.00	641	0.17	-641	655	0.18	-655	Interior Plants	1,966	0.09	6,410	0.18	-4,444	6,335	0.19	-4,369
0	0.00	0	0.00	0	0	0.00	0	Signage	0	0.00	0	0.00	0	127	0.00	-127
0	0.00	450	0.12	-450	690	0.19	-690	Furniture & Fixtures	839	0.04	4,300	0.12	-3,461	5,025	0.15	-4,186
5	0.00	260	0.07	-255	126	0.03	-122	Painting	855	0.04	2,230	0.06	-1,375	2,377	0.07	-1,522
0	0.00	1,500	0.39	-1,500	1,354	0.36	-1,354	Carpet & Floor	5,198	0.24	6,500	0.19	-1,302	7,129	0.21	-1,931
0	0.00	350	0.09	-350	0	0.00	0	Kitchen Equipment	0	0.00	3,000	0.09	-3,000	3,708	0.11	-3,708
0	0.00	300	0.08	-300	289	0.08	-289	Locks & Keys	3,326	0.15	2,550	0.07	776	3,259	0.10	68
0	0.00	0	0.00	0	481	0.13	-481	Radio & TV	-220	-0.01	0	0.00	-220	1,305	0.04	-1,525
394	0.23	340	0.09	54	560	0.15	-166	Exterminating	2,641	0.12	3,400	0.10	-759	3,644	0.11	-1,003
0	0.00	0	0.00	0	0	0.00	0	Equipment Rental	0	0.00	0	0.00	0	162	0.00	-162
0	0.00	0	0.00	0	0	0.00	0	Uniforms- R & M	383	0.02	0	0.00	383	0	0.00	383
0	0.00	300	0.08	-300	0	0.00	0	Fire & Safety	3,908	0.18	4,900	0.14	-992	5,440	0.16	-1,532
417	0.25	395	0.10	22	408	0.11	9	Elevator	6,025	0.28	3,950	0.11	2,075	5,446	0.16	579
1,812	1.08	8,996	2.33	-7,184	9,130	2.45	-7,318	Total Operating - R & M	48,125	2.21	80,602	2.32	-32,477	96,201	2.81	-48,077
10,554	6.27	21,019	5.45	-10,465	20,573	5.53	-10,019	Total Expenses- R & M	137,817	6.32	198,792	5.71	-60,975	207,108	6.06	-69,292

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
10,847	6.44	12,550	3.26	-1,703	13,293	3.57	-2,446	Electricity	121,470	5.57	137,194	3.94	-15,724	135,413	3.96	-13,943
1,339	0.80	1,730	0.45	-391	1,743	0.47	-403	Gas	11,728	0.54	16,143	0.46	-4,415	17,445	0.51	-5,717
2,950	1.75	6,551	1.70	-3,601	5,741	1.54	-2,791	Water & Sewer	31,394	1.44	52,023	1.49	-20,629	49,612	1.45	-18,218
922	0.55	675	0.18	247	810	0.22	112	Waste Removal	6,421	0.29	6,750	0.19	-329	6,559	0.19	-138
16,058	9.54	21,506	5.58	-5,448	21,586	5.80	-5,529	Total Expenses- Utilities	171,013	7.84	212,110	6.09	-41,097	209,029	6.11	-38,016

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
7,371	5.55	32,422	5.55	-25,051	31,608	5.55	-24,237	Franchise Fees/ Royalties	121,956	5.57	289,578	5.55	-167,622	293,204	5.56	-171,248
5,763	4.34	25,643	4.39	-19,880	24,712	4.34	-18,949	Advertising	95,347	4.35	229,030	4.39	-133,683	229,099	4.35	-133,752
3,900	2.94	15,497	2.65	-11,597	13,877	2.44	-9,977	Frequent Traveler	49,626	2.27	139,936	2.68	-90,310	138,856	2.63	-89,230
0	0.00	0	0.00	0	125	0.02	-125	Brand Guest Fees	220	0.01	0	0.00	220	973	0.02	-753
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	228	0.01	0	0.00	228	1,730	0.03	-1,502
17,033	12.83	73,561	12.60	-56,528	70,322	12.34	-53,289	Total Franchise Fees Expense	267,378	12.21	658,545	12.63	-391,167	663,863	12.59	-396,485

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
4,131	2.50	17,065	2.50	-12,934	16,571	2.50	-12,440	Management Fees	62,439	2.50	151,734	2.50	-89,295	153,912	2.50	-91,473
3,734	2.26	0	0.00	3,734	0	0.00	3,734	Management Fees- Owner	11,004	0.44	0	0.00	11,004	0	0.00	11,004
7,865	4.76	17,065	2.50	-9,201	16,571	2.50	-8,706	Total Management Fees Expense	73,443	2.94	151,734	2.50	-78,291	153,912	2.50	-80,469

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
59,211	35.83	59,211	8.68	0	57,627	8.69	1,585	Ground Lease	587,360	23.52	585,775	9.66	1,585	571,640	9.29	15,720
27,079	16.39	25,024	3.67	2,055	27,079	4.09	0	FF & E Reserve	270,790	10.84	250,240	4.13	20,550	288,912	4.69	-18,123
978	0.59	933	0.14	45	933	0.14	45	Van Lease	7,594	0.30	9,330	0.15	-1,736	5,015	0.08	2,579
30,601	18.52	30,602	4.49	0	28,488	4.30	2,113	Real Estate Tax	306,015	12.25	306,015	5.04	0	284,881	4.63	21,134
1,592	0.96	1,326	0.19	266	1,776	0.27	-184	Personal Property Tax	13,524	0.54	13,258	0.22	266	17,762	0.29	-4,238
7,332	4.44	6,939	1.02	393	8,164	1.23	-832	Insurance	71,063	2.85	69,220	1.14	1,843	74,914	1.22	-3,851
126,794	76.73	124,035	18.18	2,759	124,067	18.72	2,727	TOTAL FIXED EXPENSES	1,256,346	50.30	1,233,839	20.34	22,507	1,243,124	20.19	13,221

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	12,141	0.49	0	0.00	12,141	2,541	0.04	9,600
89,189	53.97	0	0.00	89,189	89,189	13.46	0	Depreciation	891,890	35.71	0	0.00	891,890	891,890	14.49	0
6,954	4.21	0	0.00	6,954	6,954	1.05	0	Amortization Expense	69,540	2.78	0	0.00	69,540	69,540	1.13	0
83,500	50.53	83,429	12.23	71	83,974	12.67	-474	Interest Expense	833,557	33.37	834,287	13.75	-730	841,400	13.67	-7,844
0	0.00	6,853	1.00	-6,853	6,628	1.00	-6,628	Asset Management Fee	11,267	0.45	60,960	1.00	-49,693	61,566	1.00	-50,299
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-933	-0.04	0	0.00	-933	0	0.00	-933
3,000	1.82	0	0.00	3,000	0	0.00	3,000	Extraordinary Expenses	7,592	0.30	0	0.00	7,592	22,545	0.37	-14,953
182,643	110.53	90,281	13.23	92,362	186,745	28.17	-4,102	Total Other	1,825,053	73.07	895,246	14.76	929,807	1,889,482	30.69	-64,428

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 12828 San Pedro San Antonio dba HGI SA Airport Property: HGI San Antonio Airport

For Property: HGI San Antonio Airport

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,627		3,627		0	3,627			0 Total Rooms Available	35,685		35,685		0	35,568		117
1,608		2,957		-1,349	3,078			-1,470 Total Rooms Sold	15,632		29,213		-13,581	26,562		-10,930
44.33%		81.53%		-37.19%	84.86%			-40.53% Occupancy %	43.81%		81.86%		-38.06%	74.68%		-30.87%
73.18		89.36		-16.18	82.98			-9.79 Average Rate	83.48		95.25		-11.77	98.87		-15.39
32.45		72.85		-40.41	70.42			-37.97 REVPAR	36.57		77.97		-41.41	73.84		-37.27
REVENUES																
117,678	84.12	264,240	86.62	-146,562	255,401	87.82	-137,723	ROOMS	1,304,974	87.72	2,782,526	87.74	-1,477,552	2,626,175	87.91	-1,321,201
14,710	10.51	27,183	8.91	-12,473	23,649	8.13	-8,939	FOOD	111,296	7.48	254,124	8.01	-142,827	234,296	7.84	-122,999
5,098	3.64	6,949	2.28	-1,851	8,208	2.82	-3,109	BEVERAGE	36,736	2.47	68,651	2.16	-31,915	65,583	2.20	-28,848
2,415	1.73	6,675	2.19	-4,261	3,568	1.23	-1,153	MISCELLANEOUS	34,733	2.33	65,969	2.08	-31,235	61,173	2.05	-26,440
139,901	100.00	305,047	100.00	-165,146	290,825	100.00	-150,924	TOTAL REVENUES	1,487,739	100.00	3,171,269	100.00	-1,683,530	2,987,227	100.00	-1,499,488
DEPARTMENT EXPENSES																
43,017	36.56	63,535	24.04	-20,517	61,882	24.23	-18,865	ROOMS EXPENSE	387,367	29.68	631,617	22.70	-244,250	606,990	23.11	-219,623
13,010	88.45	25,890	95.24	-12,879	23,276	98.42	-10,265	FOOD EXPENSE	134,690	121.02	256,721	101.02	-122,030	245,421	104.75	-110,731
4,153	81.46	3,622	52.13	531	3,838	46.76	315	BEVERAGE EXPENSE	30,019	81.72	37,974	55.31	-7,955	34,107	52.01	-4,088
793	32.83	1,759	26.36	-967	1,293	36.23	-500	MISCELLANEOUS EXPENSE	12,154	34.99	17,382	26.35	-5,228	17,945	29.33	-5,791
60,974	43.58	94,806	31.08	-33,832	90,289	31.05	-29,315	TOTAL DEPARTMENTAL EXPENSES	564,230	37.93	943,693	29.76	-379,463	904,463	30.28	-340,234
DEPARTMENTAL PROFIT																
74,661	63.44	200,705	75.96	-126,045	193,518	75.77	-118,858	ROOMS PROFIT	917,607	70.32	2,150,909	77.30	-1,233,302	2,019,185	76.89	-1,101,578
1,699	11.55	1,293	4.76	407	374	1.58	1,326	FOOD PROFIT	-23,394	-21.02	-2,597	-1.02	-20,797	-11,125	-4.75	-12,269
945	18.54	3,327	47.87	-2,381	4,370	53.24	-3,425	BEVERAGE PROFIT	6,717	18.28	30,677	44.69	-23,960	31,476	47.99	-24,759
1,622	67.17	4,916	73.64	-3,294	2,275	63.77	-653	MISCELLANEOUS PROFIT	22,580	65.01	48,587	73.65	-26,007	43,229	70.67	-20,649
78,927	56.42	210,241	68.92	-131,314	200,536	68.95	-121,609	TOTAL DEPARTMENTAL PROFIT	923,509	62.07	2,227,576	70.24	-1,304,066	2,082,764	69.72	-1,159,255
14,584	10.42	28,886	9.47	-14,302	27,713	9.53	-13,129	A & G EXPENSE	233,026	15.66	306,964	9.68	-73,938	320,611	10.73	-87,585
4,347	3.11	1,861	0.61	2,487	2,046	0.70	2,302	TELECOM	22,765	1.53	18,627	0.59	4,138	20,299	0.68	2,466
6,813	4.87	10,964	3.59	-4,152	8,284	2.85	-1,471	SALES & MARKETING EXPENSES	77,360	5.20	123,007	3.88	-45,647	102,357	3.43	-24,997
19,616	14.02	37,052	12.15	-17,436	36,515	12.56	-16,899	FRANCHISE FEES	175,942	11.83	382,905	12.07	-206,964	357,937	11.98	-181,996
7,234	5.17	16,246	5.33	-9,012	19,237	6.61	-12,003	MAINTENANCE EXPENSES	103,004	6.92	173,314	5.47	-70,311	162,330	5.43	-59,327
13,553	9.69	14,623	4.79	-1,070	14,103	4.85	-551	UTILITIES EXPENSE	121,185	8.15	145,331	4.58	-24,146	139,298	4.66	-18,113
66,147	47.28	109,632	35.94	-43,485	107,898	37.10	-41,751	TOTAL ADMIN EXPENSES	733,281	49.29	1,150,149	36.27	-416,868	1,102,832	36.92	-369,551
12,780	9.14	100,609	32.98	-87,829	92,638	31.85	-79,858	HOUSE PROFIT	190,229	12.79	1,077,427	33.97	-887,198	979,932	32.80	-789,703
FIXED EXPENSES																
7,232	5.17	7,631	2.50	-399	7,271	2.50	-39	MANAGEMENT FEES	48,198	3.24	79,326	2.50	-31,128	74,722	2.50	-26,524
65,994	47.17	65,512	21.48	481	66,262	22.78	-269	FIXED EXPENSES	655,886	44.09	657,349	20.73	-1,463	596,175	19.96	59,711

-60,445	-43.21	27,466	9.00	-87,911	19,105	6.57	-79,550 NET OPERATING INCOME	-513,855	-34.54	340,753	10.74	-854,608	309,035	10.35	-822,890
69,493	49.67	25,845	8.47	43,648	83,872	28.84	-14,379 Other	716,312	48.15	259,293	8.18	457,019	833,153	27.89	-116,842
-129,938	-92.88	1,621	0.53	-131,559	-64,767	-22.27	-65,171 N.I. after Other	-1,230,167	-82.69	81,460	2.57	-1,311,626	-524,119	-17.55	-706,048
-83,220		1,621		-84,841	-18,049		-65,171 Cash before Depreciation/Amortization	-762,987		81,460		-844,446	-56,939		-706,048

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ROOMS DEPARTMENT																
ROOMS REVENUE																
26,514	22.53	93,143	35.25	-66,629	90,164	35.30	-63,650	Rack/ Premium	457,762	35.08	952,919	34.25	-495,157	1,022,972	38.95	-565,210
919	0.78	33,354	12.62	-32,435	25,789	10.10	-24,870	Corporate	116,553	8.93	259,974	9.34	-143,421	233,835	8.90	-117,282
61,208	52.01	65,506	24.79	-4,298	67,265	26.34	-6,057	Discounts - Other	401,506	30.77	445,686	16.02	-44,180	749,184	28.53	-347,678
989	0.84	3,755	1.42	-2,766	1,904	0.75	-915	Government	9,006	0.69	90,074	3.24	-81,068	33,979	1.29	-24,973
9,231	7.84	26,612	10.07	-17,382	42,523	16.65	-33,293	Locally Negotiated Rate	141,699	10.86	413,887	14.87	-272,188	312,201	11.89	-170,502
-796	-0.68	0	0.00	-796	-9,672	-3.79	8,876	Allowances	-12,776	-0.98	0	0.00	-12,776	-47,947	-1.83	35,171
98,065	83.33	222,370	84.15	-124,306	217,973	85.35	-119,908	Total Transient Revenue	1,113,750	85.35	2,162,539	77.72	-1,048,789	2,304,224	87.74	-1,190,474
19,455	16.53	32,467	12.29	-13,012	35,456	13.88	-16,001	Crew (Air)	154,691	11.85	326,226	11.72	-171,536	68,905	2.62	85,786
19,455	16.53	32,467	12.29	-13,012	35,456	13.88	-16,001	Total Base Revenues	154,691	11.85	326,226	11.72	-171,536	68,905	2.62	85,786
-91	-0.08	9,403	3.56	-9,494	1,911	0.75	-2,002	Group- Corporate	34,361	2.63	293,760	10.56	-259,399	238,647	9.09	-204,285
-91	-0.08	9,403	3.56	-9,494	1,911	0.75	-2,002	Total Group Revenue	34,361	2.63	293,760	10.56	-259,399	238,647	9.09	-204,285
249	0.21	0	0.00	249	61	0.02	188	Guaranteed No-Show	2,171	0.17	0	0.00	2,171	14,399	0.55	-12,228
117,678	100.00	264,240	100.00	-146,562	255,401	100.00	-137,723	Total Rooms Revenue	1,304,974	100.00	2,782,526	100.00	-1,477,552	2,626,175	100.00	-1,321,201
ROOM STATISTICS																
309	19	887	30	-578	848	28	-539	Rack/ Premium Rooms	4,588	29	8,388	29	-3,800	8,925	34	-4,337
12	1	355	12	-343	258	8	-246	Corporate Rooms	1,343	9	2,654	9	-1,311	2,320	9	-977
899	56	798	27	101	717	23	182	Discounts - Other Rooms	5,139	33	4,967	17	172	7,777	29	-2,638
11	1	30	1	-19	15	0	-4	Government Rooms	76	0	709	2	-633	273	1	-197
118	7	266	9	-148	638	21	-520	Locally Negotiated Corporate Rooms	1,868	12	4,130	14	-2,262	3,957	15	-2,089
1,349	84	2,336	79	-987	2,476	80	-1,127	Total Transient Stats	13,014	83	20,848	71	-7,834	23,252	87	-10,238
257	16	532	18	-275	579	19	-322	Crew (Air) Stats	2,275	15	5,348	18	-3,073	1,119	4	1,156
257	16	532	18	-275	579	19	-322	Total Crew Stats	2,275	15	5,348	18	-3,073	1,119	4	1,156
2	0	89	3	-87	23	1	-21	Group- Corporate Rooms	343	2	3,017	10	-2,674	2,229	8	-1,886
2	0	89	3	-87	23	1	-21	Total Group Stats	343	2	3,017	10	-2,674	2,229	8	-1,886
1,608	100	2,957	100	-1,349	3,078	100	-1,470	TOTAL ROOM STATISTICS	15,632	100	29,213	100	-13,581	26,600	100	-10,968
Other Room Stats																
0	0	0	0	0	1	0	-1	Comp Rooms	5	0	0	0	5	38	0	-33
449	28	0	0	449	682	22	-233	Multiple Occupancy	3,583	23	0	0	3,583	8,064	30	-4,481
162	10	0	0	162	46	1	116	Out of Order Rooms	1,197	8	0	0	1,197	480	2	717
2,147	134	0	0	2,147	3,884	126	-1,737	# of Guests	20,200	129	0	0	20,200	37,642	142	-17,442

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ADR																
85.81		105.00		-19.19	106.33		-20.52	Rack/Premium ADR	99.77		113.61		-13.84	114.62		-14.84
76.57		94.00		-17.43	99.96		-23.39	Corporate ADR	86.79		97.95		-11.16	100.79		-14.01
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
68.08		82.05		-13.96	93.81		-25.73	Discount ADR	78.13		89.73		-11.60	96.33		-18.20
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
89.91		127.00		-37.09	126.93		-37.02	Government ADR	118.50		127.00		-8.50	124.46		-5.96
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
78.22		100.00		-21.77	66.65		11.57	Local Negotiated ADR	75.86		100.21		-24.36	78.90		-3.04
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
72.69		95.19		-22.50	88.03		-15.34	Total Transient ADR	85.58		103.73		-18.15	99.10		-13.52
75.70		61.00		14.70	61.24		14.46	Crew ADR	68.00		61.00		6.99	61.58		6.42
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
-45.32		106.00		-151.32	83.08		-128.40	Group - Corporate ADR	100.18		97.38		2.80	107.06		-6.89
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
-45.32		106.00		-151.32	83.08		-128.40	Total Group ADR	100.18		97.38		2.80	107.06		-6.89

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Payroll & Related Expense																
5,508	3.43	6,618	2.24	-1,110	7,146	2.32	-1,638	FD/ Guest Service Reps	44,550	2.85	65,384	2.24	-20,834	77,372	2.91	-32,822
0	0.00	0	0.00	0	0	0.00	0	FD/Supervisor	0	0.00	0	0.00	0	45	0.00	-45
0	0.00	2,789	0.94	-2,789	2,716	0.88	-2,716	Executive Housekeeper	6,871	0.44	27,359	0.94	-20,488	25,176	0.95	-18,305
906	0.56	2,098	0.71	-1,192	1,175	0.38	-269	Asst Exec Housekeeper/ Inspectress	5,546	0.35	20,638	0.71	-15,092	10,731	0.40	-5,185
6,547	4.07	12,955	4.38	-6,408	12,820	4.17	-6,273	Housekeepers	69,927	4.47	127,983	4.38	-58,056	118,477	4.46	-48,550
741	0.46	2,636	0.89	-1,895	3,530	1.15	-2,789	Housemen	7,839	0.50	25,935	0.89	-18,096	24,051	0.91	-16,212
4,147	2.58	4,171	1.41	-25	4,349	1.41	-202	Van Drivers	38,667	2.47	41,039	1.40	-2,372	27,079	1.02	11,587
2,427	1.51	2,965	1.00	-538	3,239	1.05	-812	Laundry	14,210	0.91	29,296	1.00	-15,086	31,781	1.20	-17,571
2,506	1.56	2,832	0.96	-326	2,853	0.93	-346	Night Audit	27,157	1.74	27,864	0.95	-707	33,448	1.26	-6,290
1,619	1.01	3,199	1.08	-1,580	3,140	1.02	-1,522	Payroll Taxes	18,573	1.19	31,868	1.09	-13,295	30,283	1.14	-11,709
741	0.46	1,536	0.52	-795	1,584	0.51	-843	Employee Benefits	8,564	0.55	15,360	0.53	-6,796	14,252	0.54	-5,688
2,821	1.75	1,014	0.34	1,807	0	0.00	2,821	Vacation /PTO	25,772	1.65	10,140	0.35	15,632	9,127	0.34	16,645
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,433	0.22	3,740	0.13	-307	3,740	0.14	-306
0	0.00	0	0.00	0	1,086	0.35	-1,086	Bonus/Incentive Pay	0	0.00	0	0.00	0	3,274	0.12	-3,274
27,963	17.39	42,813	14.48	-14,850	43,637	14.18	-15,674	Total P/R & R/Benefits- Rooms	271,109	17.34	426,606	14.60	-155,497	408,835	15.39	-137,726
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	148	0.05	-148	121	0.04	-121	Newspapers	429	0.03	1,461	0.05	-1,031	1,330	0.05	-901
1,645	1.02	2,366	0.80	-721	3,015	0.98	-1,370	Rooms- Promotion	15,911	1.02	23,370	0.80	-7,459	21,762	0.82	-5,851
377	0.23	0	0.00	377	0	0.00	377	Guest Transportation	1,086	0.07	0	0.00	1,086	4,121	0.16	-3,034
288	0.18	89	0.03	199	8	0.00	280	Laundry Supplies	1,874	0.12	876	0.03	997	696	0.03	1,178
1,548	0.96	1,626	0.55	-78	1,639	0.53	-90	Linen Supplies	6,963	0.45	16,067	0.55	-9,104	13,757	0.52	-6,794
1,970	1.23	1,954	0.66	16	1,954	0.63	16	Cable TV	17,022	1.09	19,540	0.67	-2,518	18,130	0.68	-1,108
411	0.26	435	0.15	-24	435	0.14	-25	HSIA Support	4,481	0.29	4,350	0.15	131	4,355	0.16	127
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	0	0.00	0	106	0.00	-106
169	0.11	1,065	0.36	-895	201	0.07	-32	Reservations Expense	1,787	0.11	10,517	0.36	-8,729	7,953	0.30	-6,166
3,590	2.23	3,401	1.15	189	1,209	0.39	2,381	Guest Room Supplies	19,360	1.24	33,595	1.15	-14,235	34,041	1.28	-14,681
717	0.45	798	0.27	-81	740	0.24	-23	Cleaning Supplies	6,183	0.40	7,888	0.27	-1,704	7,343	0.28	-1,160
229	0.14	384	0.13	-155	166	0.05	64	Ecolab Core Supplies	3,794	0.24	3,798	0.13	-4	3,297	0.12	496
3,827	2.38	7,954	2.69	-4,127	7,491	2.43	-3,663	Travel Agents Commission	32,915	2.11	78,583	2.69	-45,668	71,060	2.68	-38,145
0	0.00	503	0.17	-503	921	0.30	-921	Uniforms	505	0.03	4,966	0.17	-4,461	5,407	0.20	-4,902
0	0.00	0	0.00	0	346	0.11	-346	Walk Expense	0	0.00	0	0.00	0	4,799	0.18	-4,799
283	0.18	0	0.00	283	0	0.00	283	COVID 19 Supplies	3,948	0.25	0	0.00	3,948	0	0.00	3,948
15,055	9.36	20,722	7.01	-5,667	18,246	5.93	-3,191	Total Operating - Rooms	116,258	7.44	205,011	7.02	-88,753	198,155	7.46	-81,897
43,017	26.75	63,535	21.49	-20,517	61,882	20.10	-18,865	Total Expenses- Rooms	387,367	24.78	631,617	21.62	-244,250	606,990	22.85	-219,623
74,661	46.43	200,705	67.87	-126,045	193,518	62.87	-118,858	Net Income- Rooms	917,607	58.70	2,150,909	73.63	-1,233,302	2,019,185	76.02	-1,101,578

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Food & Beverage Summary																
8,456	42.69	19,014	55.71	-10,557	18,881	59.27	-10,424	Total Food Sales	77,761	52.53	195,572	60.59	-117,810	173,077	57.72	-95,316
5,098	25.74	6,949	20.36	-1,851	8,208	25.76	-3,109	Total Beverage Sales	36,736	24.82	68,651	21.27	-31,915	65,583	21.87	-28,848
0	0.00	200	0.59	-200	-406	-1.28	406	Total Banquet A/V	505	0.34	2,700	0.84	-2,195	1,454	0.48	-949
6,253	31.57	7,969	23.35	-1,716	5,174	16.24	1,079	Total Banquet Misc	33,030	22.31	55,852	17.30	-22,822	59,764	19.93	-26,734
19,808	100.00	34,131	100.00	-14,323	31,857	100.00	-12,049	Total F & B Sales	148,032	100.00	322,774	100.00	-174,742	299,879	100.00	-151,847
5,033	59.51	7,035	37.00	-2,002	7,646	40.50	-2,613	Food Cost	40,530	52.12	72,361	37.00	-31,832	74,945	43.30	-34,415
1,567	30.74	1,528	21.98	39	1,802	21.96	-235	Beverage Costs	9,786	26.64	15,091	21.98	-5,306	13,456	20.52	-3,670
0	0.00	64	32.00	-64	0	0.00	0	Banquet A/V Costs	121	23.98	864	32.00	-743	615	42.27	-494
6,600	33.32	8,627	25.27	-2,027	9,448	29.66	-2,848	Total F & B Costs	50,437	34.07	88,317	27.36	-37,880	89,015	29.68	-38,579
6,822	80.67	16,045	84.39	-9,223	13,104	69.40	-6,282	Food Wages	73,885	95.02	155,491	79.51	-81,606	141,884	81.98	-67,998
2,273	44.58	1,753	25.23	520	1,640	19.98	633	Beverage Wages	10,927	29.75	17,249	25.13	-6,322	15,002	22.88	-4,075
9,095	67.10	17,798	68.55	-8,703	14,744	54.43	-5,649	Total F & B Wages	84,813	74.07	172,740	65.38	-87,927	156,886	65.74	-72,073
1,234	9.11	2,050	7.90	-816	2,212	8.17	-978	F & B- P T & E B	16,932	14.79	19,994	7.57	-3,062	20,853	8.74	-3,921
10,329	52.15	19,848	58.15	-9,520	16,956	53.23	-6,627	TTL P/R and Benefits	101,745	68.73	192,734	59.71	-90,989	177,739	59.27	-75,994
235	2.78	1,037	5.45	-802	635	3.36	-400	Food Operating Expenses	5,549	7.14	11,374	5.82	-5,825	10,350	5.98	-4,801
0	0.00	0	0.00	0	0	0.00	0	Beverage Operating Expenses	6,866	18.69	2,270	3.31	4,596	2,309	3.52	4,557
235	1.19	1,037	3.04	-802	635	1.99	-400	Total F & B Operating Expenses	12,415	8.39	13,644	4.23	-1,229	12,659	4.22	-243
2,644	13.35	4,619	13.53	-1,975	4,817	15.12	-2,173	Net F & B Income	-16,565	-11.19	28,079	8.70	-44,644	20,467	6.83	-37,032

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
4,017	27.31	10,202	37.53	-6,184	8,158	34.50	-4,141	Garden Grill Breakfast	40,899	36.75	100,785	39.66	-59,886	87,235	37.23	-46,336
3,037	20.65	6,062	22.30	-3,025	8,254	34.90	-5,217	Garden Grill Dinner	29,318	26.34	59,887	23.57	-30,569	58,028	24.77	-28,710
7,054	47.96	16,264	59.83	-9,209	16,413	69.40	-9,358	Total Garden Grill	70,217	63.09	160,672	63.23	-90,455	145,262	62.00	-75,046
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Banquet Breakfast	0	0.00	0	0.00	0	0	0.00	0
1,402	9.53	2,500	9.20	-1,098	2,074	8.77	-672	Banquet Lunch	7,044	6.33	32,400	12.75	-25,356	26,684	11.39	-19,640
0	0.00	250	0.92	-250	394	1.67	-394	Banquet Breaks	500	0.45	2,500	0.98	-2,000	1,131	0.48	-631
1,402	9.53	2,750	10.12	-1,348	2,468	10.44	-1,066	Total Banquets	7,544	6.78	34,900	13.73	-27,356	27,815	11.87	-20,271
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
8,456	57.49	19,014	69.95	-10,557	18,881	79.84	-10,424	Net Food Revenue	77,761	69.87	195,572	76.96	-117,810	173,077	73.87	-95,316
4,800	32.63	6,000	22.07	-1,200	3,725	15.75	1,075	Banquet Room Rental	24,599	22.10	39,000	15.35	-14,401	33,963	14.50	-9,363
0	0.00	200	0.74	-200	-406	-1.72	406	Banquet A/V	505	0.45	2,700	1.06	-2,195	1,454	0.62	-949
0	0.00	0	0.00	0	0	0.00	0	Banquet Miscellaneous	700	0.63	0	0.00	700	0	0.00	700
1,453	9.88	1,969	7.24	-516	1,449	6.13	4	F & B Service Charges	7,731	6.95	16,852	6.63	-9,121	25,801	11.01	-18,070
6,253	42.51	8,169	30.05	-1,916	4,768	20.16	1,485	Total Banquets Other	33,535	30.13	58,552	23.04	-25,017	61,219	26.13	-27,683
14,710	100.00	27,183	100.00	-12,473	23,649	100.00	-8,939	Total Food Revenues	111,296	100.00	254,124	100.00	-142,827	234,296	100.00	-122,999

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Cost of Goods Sold																
5,033	59.51	7,035	37.00	-2,002	7,646	40.50	-2,613	Cost of Sales - Food	40,530	52.12	72,361	37.00	-31,832	74,945	43.30	-34,415
0	0.00	64	0.32	-64	0	0.00	0	Cost of Sales- Banquet A/V	121	0.24	864	0.32	-743	615	0.42	-494
5,033	59.51	7,099	37.34	-2,066	7,646	40.50	-2,613	Total Cost of Good Sold	40,651	52.28	73,225	37.44	-32,575	75,559	43.66	-34,908
Food Payroll																
0	0.00	3,409	12.54	-3,409	3,398	14.37	-3,398	Restaurant Supervisor	10,792	9.70	33,540	13.20	-22,748	31,322	13.37	-20,530
1,484	10.09	4,214	15.50	-2,730	3,512	14.85	-2,028	Servers	17,798	15.99	41,460	16.31	-23,662	38,480	16.42	-20,682
4,832	32.85	5,538	20.37	-706	5,014	21.20	-182	Cooks	37,742	33.91	54,489	21.44	-16,747	57,091	24.37	-19,349
298	2.03	1,969	7.24	-1,671	421	1.78	-122	F & B Service Charge- Payout	3,018	2.71	16,852	6.63	-13,834	6,100	2.60	-3,082
557	3.79	1,419	5.22	-861	1,112	4.70	-554	Payroll Taxes	6,779	6.09	13,730	5.40	-6,951	12,621	5.39	-5,842
208	1.41	915	3.37	-708	760	3.21	-552	Employee Benefits	4,536	4.08	9,150	3.60	-4,614	8,891	3.79	-4,355
363	2.47	290	1.07	73	778	3.29	-415	Vacation /PTO	6,629	5.96	2,900	1.14	3,729	3,392	1.45	3,237
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,197	1.08	0	0.00	1,197	1,615	0.69	-418
7,743	52.64	17,754	65.31	-10,011	14,994	63.40	-7,252	Total Food Wages	88,490	79.51	172,121	67.73	-83,631	159,512	68.08	-71,022
Operating Expenses																
0	0.00	50	0.18	-50	0	0.00	0	China	84	0.08	500	0.20	-416	565	0.24	-481
28	0.19	50	0.18	-22	0	0.00	28	Glass	732	0.66	500	0.20	232	32	0.01	700
0	0.00	50	0.18	-50	0	0.00	0	Silverware	0	0.00	500	0.20	-500	392	0.17	-392
0	0.00	0	0.00	0	0	0.00	0	Linens	17	0.02	0	0.00	17	0	0.00	17
0	0.00	59	0.22	-59	0	0.00	0	Supplies- Other	292	0.26	584	0.23	-292	135	0.06	157
0	0.00	118	0.44	-118	175	0.74	-175	Cleaning Supplies	35	0.03	1,169	0.46	-1,134	893	0.38	-859
40	0.27	118	0.44	-79	0	0.00	40	Dishwasher Supplies	417	0.37	1,169	0.46	-752	846	0.36	-430
167	1.14	532	1.96	-365	445	1.88	-278	Supplies- Paper	2,808	2.52	5,258	2.07	-2,451	4,991	2.13	-2,184
0	0.00	0	0.00	0	0	0.00	0	Menus	862	0.77	500	0.20	362	667	0.28	195
0	0.00	59	0.22	-59	16	0.07	-16	Kitchen & Utensils Supplies	303	0.27	584	0.23	-281	892	0.38	-588
0	0.00	0	0.00	0	0	0.00	0	Promotions	0	0.00	0	0.00	0	834	0.36	-834
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	0	0.00	610	0.24	-610	103	0.04	-103
235	1.60	1,037	3.82	-802	635	2.69	-400	Total Operating Expense- Food	5,549	4.99	11,374	4.48	-5,825	10,350	4.42	-4,801
13,010	88.45	25,890	95.24	-12,879	23,276	98.42	-10,265	Total Food Costs	134,690	121.02	256,721	101.02	-122,030	245,421	104.75	-110,731
1,699	11.55	1,293	4.76	407	374	1.58	1,326	N.I.- Food Department	-23,394	-21.02	-2,597	-1.02	-20,797	-11,125	-4.75	-12,269

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Beverage Department																
0	0.00	0	0.00	0	288	3.51	-288	Restaurant Beer	0	0.00	0	0.00	0	1,702	2.60	-1,702
0	0.00	0	0.00	0	288	3.51	-288	Total Restaurant Beverage	0	0.00	0	0.00	0	1,702	2.60	-1,702
1,573	30.85	1,981	28.51	-408	2,208	26.91	-636	Garden Grill Beer	10,677	29.07	19,573	28.51	-8,895	19,269	29.38	-8,592
590	11.57	1,272	18.30	-681	1,803	21.96	-1,213	Garden Grill Wine	5,948	16.19	12,562	18.30	-6,613	11,997	18.29	-6,048
2,935	57.58	3,696	53.19	-761	3,909	47.62	-973	Garden Grill Liquor	20,110	54.74	36,516	53.19	-16,406	32,615	49.73	-12,506
5,098	100.00	6,949	100.00	-1,851	7,920	96.49	-2,821	Total Garden Grill Beverage	36,736	100.00	68,651	100.00	-31,915	63,881	97.40	-27,146
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
5,098	100.00	6,949	100.00	-1,851	8,208	100.00	-3,109	Total Beverage Revenue	36,736	100.00	68,651	100.00	-31,915	65,583	100.00	-28,848

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Cost of Goods Sold																
962	18.87	591	8.51	371	637	7.77	325	Cost of Sales - Liquor	4,395	11.96	5,843	8.51	-1,447	5,256	8.01	-861
290	5.69	555	7.98	-264	629	7.66	-339	Cost of Sales - Beer	3,299	8.98	5,480	7.98	-2,181	4,948	7.54	-1,648
315	6.17	381	5.49	-67	536	6.53	-221	Cost of Sales - Wine	2,091	5.69	3,768	5.49	-1,677	3,252	4.96	-1,161
1,567	30.74	1,528	21.98	39	1,802	21.96	-235	Total COGS- Beverage	9,786	26.64	15,091	21.98	-5,306	13,456	20.52	-3,670
Beverage Payroll																
2,273	44.58	1,753	25.23	520	1,640	19.98	633	Bartender	10,927	29.75	17,249	25.13	-6,322	15,002	22.88	-4,075
313	6.15	342	4.92	-28	322	3.93	-9	Payroll Taxes	1,862	5.07	3,364	4.90	-1,502	3,027	4.61	-1,165
0	0.00	0	0.00	0	74	0.90	-74	Employee Benefits	113	0.31	0	0.00	113	116	0.18	-3
0	0.00	0	0.00	0	0	0.00	0	Vacation /PTO	335	0.91	0	0.00	335	0	0.00	335
0	0.00	0	0.00	0	0	0.00	0	Holiday	130	0.35	0	0.00	130	198	0.30	-68
2,586	50.73	2,095	30.15	491	2,036	24.80	551	Total Beverage Payroll	13,367	36.39	20,613	30.03	-7,245	18,343	27.97	-4,976
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Licenses & Permits	6,833	18.60	2,270	3.31	4,563	2,270	3.46	4,563
0	0.00	0	0.00	0	0	0.00	0	Glassware	0	0.00	0	0.00	0	39	0.00	-39
0	0.00	0	0.00	0	0	0.00	0	Uniforms	33	0.00	0	0.00	33	0	0.00	33
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	6,866	18.69	2,270	3.31	4,596	2,309	3.52	4,557
4,153	81.46	3,622	52.13	531	3,838	46.76	315	Total Beverage Costs	30,019	81.72	37,974	55.31	-7,955	34,107	52.01	-4,088
945	18.54	3,327	47.87	-2,381	4,370	53.24	-3,425	Net Income- Beverage	6,717	18.28	30,677	44.69	-23,960	31,476	47.99	-24,759

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FOOD STATS																
508	1.00	0	0.00	508	1,750	1.00	-1,242	Restaurant Dinner Covers	6,211	1.00	0	0.00	6,211	14,050	1.00	-7,839
508	1.00	0	0.00	508	1,750	1.00	-1,242	Total Food Covers	6,211	1.00	0	0.00	6,211	14,050	1.00	-7,839

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TELECOM																
TELEPHONE REVENUES																
5	0.00	59	0.00	-55	-42	0.00	47	Long Distance	234	0.00	584	0.00	-351	426	0.00	-192
74	0.00	118	0.00	-44	134	0.00	-59	Internet Access Fees	822	0.00	1,169	0.00	-347	1,150	0.00	-328
79	0.00	177	0.00	-99	91	0.00	-12	Total Phone Revenues	1,055	0.00	1,753	0.00	-697	1,575	0.00	-520
COS- Communication																
770	0.55	640	0.21	130	735	0.25	35	COS-Local	7,457	0.50	6,400	0.20	1,057	6,856	0.23	602
94	2,024.57	20	33.82	74	0	0.00	94	COS-Long Distance	94	40.20	200	34.23	-106	-246	-57.67	339
2,394	3,224.38	1,278	1,080.49	1,116	1,279	956.65	1,116	COS-HSIA ISP	13,739	1,672.08	12,780	1,093.69	959	14,124	1,228.70	-385
3,258	0.00	1,938	0.00	1,320	2,014	0.00	1,244	Total COS- Comm	21,290	0.00	19,380	0.00	1,910	20,734	0.00	556
-3,179	0.00	-1,761	0.00	-1,418	-1,923	0.00	-1,256	Gross Margin- Comm	-20,235	0.00	-17,627	0.00	-2,608	-19,159	0.00	-1,076
Operating Expenses																
669	0.00	100	0.00	569	123	0.00	546	Equipment Cost	2,030	0.00	1,000	0.00	1,030	1,140	0.00	890
500	0.00	0	0.00	500	0	0.00	500	Equipment Maintenance	500	0.00	0	0.00	500	0	0.00	500
1,169	0.00	100	0.00	1,069	123	0.00	1,046	Total Operating - Comm	2,530	0.00	1,000	0.00	1,530	1,140	0.00	1,390
4,347	0.00	1,861	0.00	2,487	2,046	0.00	2,302	N.I.- Comm Dept	22,765	0.00	18,627	0.00	4,138	20,299	0.00	2,466

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	148	2.21	-148	87	2.44	-87	Laundry/Valet	157	0.45	1,461	2.21	-1,303	1,122	1.83	-965
0	0.00	0	0.00	0	0	0.00	0	Parking Income	0	0.00	0	0.00	0	75	0.12	-75
102	4.21	50	0.75	52	0	0.00	102	Vending	728	2.10	500	0.76	228	234	0.38	494
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	3,753	10.81	0	0.00	3,753	0	0.00	3,753
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	0	0.00	0	0.00	0	89	0.15	-89
438	18.16	3,105	46.51	-2,666	150	4.21	288	Late Cancellation Income	6,479	18.65	30,674	46.50	-24,195	30,094	49.19	-23,615
0	0.00	0	0.00	0	0	0.00	0	Smoking Fee	1,200	3.45	0	0.00	1,200	300	0.49	900
0	0.00	120	1.80	-120	135	3.79	-135	Tax Discounts Earned	552	1.59	1,200	1.82	-648	871	1.42	-319
1,875	77.64	3,253	48.73	-1,378	0	0.00	1,875	Market Sales	21,864	62.95	32,134	48.71	-10,270	0	0.00	21,864
0	0.00	0	0.00	0	0	-0.01	0	Market Sales- Beer/Wine	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	3,196	89.57	-3,196	Pavillion Pantry	0	0.00	0	0.00	0	28,388	46.41	-28,388
2,415	100.00	6,675	100.00	-4,261	3,568	100.00	-1,153	Total Miscellaneous Revenues	34,733	100.00	65,969	100.00	-31,235	61,173	100.00	-26,440
COSales- Miscellaneous																
0	0.00	133	90.00	-133	87	100.00	-87	COS-Laundry/Valet	157	100.00	1,315	90.00	-1,157	1,045	93.16	-888
793	42.29	1,626	50.00	-834	-1,041	0.00	1,833	COS- Market	11,996	54.87	16,067	50.00	-4,071	0	0.00	11,996
0	0.00	0	0.00	0	2,246	62.96	-2,246	COGS- Pavillion Pantry	0	0.00	0	0.00	0	16,899	27.63	-16,899
793	32.83	1,759	26.36	-967	1,293	36.23	-500	Total COS- Miscellaneous	12,154	34.99	17,382	26.35	-5,228	17,945	29.33	-5,791
0	0.00	0	0.00	0	0	0.00	0	Total Meeting Room Revenues	0	0.00	0	0.00	0	0	0.00	0
Cost of Sales- Meeting Room																
1,622	67.17	4,916	73.64	-3,294	2,275	63.77	-653	Total Miscellaneous Profit	22,580	65.01	48,587	73.65	-26,007	43,229	70.67	-20,649

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
7,244	5.18	6,725	2.20	519	6,813	2.34		431 General Manager	62,061	4.17	66,165	2.09	-4,104	65,398	2.19	-3,337
3,341	2.39	3,605	1.18	-264	3,236	1.11		104 Assistant General Manager	30,327	2.04	35,361	1.12	-5,034	27,610	0.92	2,717
782	0.56	754	0.25	28	767	0.26		15 Payroll Taxes	7,802	0.52	7,893	0.25	-91	7,627	0.26	175
122	0.09	284	0.09	-162	126	0.04		-5 Employee Benefits	967	0.07	2,840	0.09	-1,873	1,430	0.05	-462
791	0.57	0	0.00	791	0	0.00		791 Vacation /PTO	12,778	0.86	0	0.00	12,778	8,198	0.27	4,580
0	0.00	0	0.00	0	0	0.00		0 Holiday	2,243	0.15	0	0.00	2,243	1,808	0.06	435
0	0.00	0	0.00	0	0	0.00		0 Bonus/Incentive Pay	6,359	0.43	6,600	0.21	-241	1,188	0.04	5,171
12,279	8.78	11,368	3.73	911	10,943	3.76	1,337	Total P/R & R/B- A&G	122,538	8.24	118,859	3.75	3,679	113,259	3.79	9,279
Operating Expenses- A&G																
80	0.06	300	0.10	-220	851	0.29		-771 Employee Relations	876	0.06	4,350	0.14	-3,474	4,176	0.14	-3,300
2,000	1.43	2,000	0.66	0	2,000	0.69		0 Accounting Fees	20,000	1.34	20,000	0.63	0	20,000	0.67	0
884	0.63	872	0.29	12	774	0.27		110 Data Processing	8,913	0.60	11,337	0.36	-2,424	10,232	0.34	-1,319
65	0.05	414	0.14	-349	677	0.23		-613 Office Supplies	3,154	0.21	4,090	0.13	-936	4,576	0.15	-1,422
89	0.06	89	0.03	0	265	0.09		-176 Muzak	959	0.06	890	0.03	69	1,765	0.06	-806
0	0.00	200	0.07	-200	655	0.23		-655 Travel & Lodging	612	0.04	4,500	0.14	-3,888	7,241	0.24	-6,629
0	0.00	0	0.00	0	0	0.00		0 Meals and Entertainment	0	0.00	0	0.00	0	369	0.01	-369
0	0.00	75	0.02	-75	75	0.03		-75 Telephone	188	0.01	750	0.02	-562	675	0.02	-487
0	0.00	682	0.22	-682	310	0.11		-310 Licenses and Permits	2,216	0.15	2,865	0.09	-649	5,218	0.17	-3,002
83	0.06	170	0.06	-87	71	0.02		11 Postage	594	0.04	1,700	0.05	-1,106	1,605	0.05	-1,010
0	0.00	110	0.04	-110	0	0.00		0 Recruitment	836	0.06	1,850	0.06	-1,014	1,277	0.04	-441
183	0.13	184	0.06	-1	167	0.06		16 Employment Screening/ Drug Testing	1,135	0.08	1,840	0.06	-705	1,802	0.06	-667
0	0.00	0	0.00	0	0	0.00		0 Training	409	0.03	2,500	0.08	-2,091	1,563	0.05	-1,154
0	0.00	0	0.00	0	0	0.00		0 Bad Debt	1,056	0.07	0	0.00	1,056	0	0.00	1,056
128	0.09	160	0.05	-32	160	0.05		-32 Dues/Subscriptions	2,256	0.15	2,640	0.08	-384	2,636	0.09	-381
-3,822	-2.73	8,455	2.77	-12,277	7,415	2.55		-11,237 Credit Card Commissions	29,718	2.00	87,893	2.77	-58,175	83,112	2.78	-53,394
0	0.00	0	0.00	0	0	0.00		0 Cash Over/Short	1,333	0.09	0	0.00	1,333	9,872	0.33	-8,539
254	0.18	245	0.08	9	243	0.08		11 Equipment Rental	2,284	0.15	2,450	0.08	-166	1,963	0.07	321
396	0.28	585	0.19	-189	593	0.20		-197 Payroll Services	5,590	0.38	7,254	0.23	-1,664	8,112	0.27	-2,523
1,102	0.79	1,550	0.51	-448	1,490	0.51		-388 Bank Charges	12,863	0.86	15,500	0.49	-2,637	16,296	0.55	-3,433
0	0.00	0	0.00	0	729	0.25		-729 Chargebacks	4,900	0.33	0	0.00	4,900	11,272	0.38	-6,372
865	0.62	1,427	0.47	-562	296	0.10		569 Workers Comp Insurance	10,597	0.71	15,696	0.49	-5,099	13,592	0.46	-2,995
2,305	1.65	17,518	5.74	-15,213	16,771	5.77	-14,466	Total Operating- A&G	110,488	7.43	188,105	5.93	-77,617	207,352	6.94	-96,864
14,584	10.42	28,886	9.47	-14,302	27,713	9.53	-13,129	Total Expenses- A&G	233,026	15.66	306,964	9.68	-73,938	320,611	10.73	-87,585

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SALES DEPARTMENT																
SALES																
P/R & R/B																
5,214	3.73	4,957	1.62	257	1,152	0.40	4,062	Director of Sales	48,264	3.24	47,920	1.51	344	42,603	1.43	5,661
0	0.00	0	0.00	0	30	0.01	-30	Sales Manager	80	0.01	0	0.00	80	175	0.01	-95
374	0.27	943	0.31	-569	695	0.24	-321	Revenue Management	4,961	0.33	9,433	0.30	-4,472	7,432	0.25	-2,472
0	0.00	172	0.06	-172	0	0.00	0	E Commerce Management	516	0.03	1,721	0.05	-1,205	0	0.00	516
0	0.00	2,655	0.87	-2,655	1,312	0.45	-1,312	Sales Coordinator	968	0.07	26,124	0.82	-25,156	15,667	0.52	-14,699
338	0.24	264	0.09	74	683	0.23	-344	Payroll Taxes	3,806	0.26	2,840	0.09	965	5,216	0.17	-1,410
-108	-0.08	666	0.22	-774	555	0.19	-663	Employee Benefits	3,562	0.24	6,660	0.21	-3,098	6,023	0.20	-2,461
1,111	0.79	0	0.00	1,111	3,269	1.12	-2,158	Vacation / PTO	3,740	0.25	0	0.00	3,740	3,487	0.12	253
0	0.00	0	0.00	0	0	0.00	0	Holiday	950	0.06	0	0.00	950	1,216	0.04	-266
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	204	0.01	3,300	0.10	-3,096	909	0.03	-705
6,930	4.95	9,657	3.17	-2,728	7,695	2.65	-765	Total P/R & R/B- Sales	67,051	4.51	97,998	3.09	-30,947	82,728	2.77	-15,677
Operating Expenses- Sales																
0	0.00	0	0.00	0	105	0.04	-105	Printing & Stationary	0	0.00	300	0.01	-300	453	0.02	-453
0	0.00	30	0.01	-30	192	0.07	-192	Office Supplies	260	0.02	440	0.01	-180	991	0.03	-731
0	0.00	50	0.02	-50	13	0.00	-13	Travel & Lodging	17	0.00	4,400	0.14	-4,383	1,826	0.06	-1,809
0	0.00	40	0.01	-40	13	0.00	-13	Meals & Entertainment	0	0.00	1,550	0.05	-1,550	281	0.01	-281
192	0.14	50	0.02	142	65	0.02	127	Promotions	1,239	0.08	500	0.02	739	627	0.02	612
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.01	500	0.02	-400	450	0.02	-350
0	0.00	0	0.00	0	0	0.00	0	Sales Training	1,037	0.07	0	0.00	1,037	142	0.00	895
-877	-0.63	0	0.00	-877	0	0.00	-877	Dues & Subscriptions	3,522	0.24	5,814	0.18	-2,292	3,246	0.11	276
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	61	0.00	-61
0	0.00	100	0.03	-100	200	0.07	-200	e Commerce Costs	0	0.00	1,000	0.03	-1,000	4,630	0.15	-4,630
568	0.41	887	0.29	-319	0	0.00	568	Brand Paid Search	4,133	0.28	8,780	0.28	-4,647	6,820	0.23	-2,688
0	0.00	100	0.03	-100	0	0.00	0	Internet Advertising	0	0.00	1,000	0.03	-1,000	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	101	0.00	-101
-117	-0.08	1,307	0.43	-1,424	588	0.20	-706	Total Operating- Sales	10,309	0.69	25,009	0.79	-14,700	19,630	0.66	-9,321
6,813	4.87	10,964	3.59	-4,152	8,284	2.85	-1,471	Total Expenses-Sales	77,360	5.20	123,007	3.88	-45,647	102,357	3.43	-24,997

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	3,937	1.33	-3,937	3,747	1.22	-3,747	Chief Engineer	9,791	0.63	38,397	1.31	-28,606	31,263	1.18	-21,472
2,020	1.26	4,287	1.45	-2,267	2,524	0.82	-504	General Maintenance	22,651	1.45	42,176	1.44	-19,525	31,568	1.19	-8,916
152	0.09	666	0.23	-514	563	0.18	-411	Payroll Taxes	2,805	0.18	6,526	0.22	-3,721	5,369	0.20	-2,564
48	0.03	269	0.09	-221	0	0.00	48	Employee Benefits	1,908	0.12	2,690	0.09	-782	515	0.02	1,393
0	0.00	0	0.00	0	0	0.00	0	Holiday	481	0.03	0	0.00	481	694	0.03	-213
347	0.22	0	0.00	347	0	0.00	347	Vacation /PTO	2,693	0.17	0	0.00	2,693	2,153	0.08	540
2,567	1.60	9,159	3.10	-6,592	6,835	2.22	-4,268	Total P/R & Related Expenses- Maintenance	40,330	2.58	89,789	3.07	-49,460	71,561	2.69	-31,232
Operating Expenses- R & M																
460	0.29	1,000	0.34	-540	839	0.27	-379	Auto Expense	5,472	0.35	10,000	0.34	-4,528	5,664	0.21	-193
0	0.00	148	0.05	-148	0	0.00	0	Laundry Equipment	23	0.00	1,461	0.05	-1,437	631	0.02	-607
0	0.00	300	0.10	-300	1,796	0.58	-1,796	Building Maintenance	244	0.02	3,000	0.10	-2,756	4,397	0.17	-4,153
0	0.00	0	0.00	0	0	0.00	0	Office Equipment	0	0.00	0	0.00	0	19	0.00	-19
256	0.16	148	0.05	108	1,183	0.38	-927	Light Bulbs	1,927	0.12	1,461	0.05	466	2,101	0.08	-174
87	0.05	414	0.14	-327	379	0.12	-292	Electrical & Mechanical	615	0.04	4,090	0.14	-3,475	3,736	0.14	-3,122
90	0.06	444	0.15	-354	870	0.28	-781	HVAC	2,025	0.13	4,382	0.15	-2,357	6,836	0.26	-4,811
277	0.17	414	0.14	-137	414	0.13	-138	Plumbing & Boiler	2,707	0.17	4,090	0.14	-1,383	3,802	0.14	-1,094
437	0.27	595	0.20	-158	665	0.22	-227	Pool	3,868	0.25	5,950	0.20	-2,083	5,813	0.22	-1,945
1,225	0.76	1,455	0.49	-230	2,191	0.71	-966	Grounds & Landscaping	13,817	0.88	14,550	0.50	-733	16,041	0.60	-2,223
365	0.23	360	0.12	5	0	0.00	365	Interior Plants	2,922	0.19	3,600	0.12	-678	3,197	0.12	-275
0	0.00	0	0.00	0	0	0.00	0	Signage	0	0.00	0	0.00	0	1,490	0.06	-1,490
0	0.00	100	0.03	-100	451	0.15	-451	Furniture & Fixtures	2,014	0.13	1,000	0.03	1,014	2,004	0.08	11
20	0.01	296	0.10	-276	168	0.05	-147	Painting	1,168	0.07	2,921	0.10	-1,754	3,714	0.14	-2,546
0	0.00	100	0.03	-100	0	0.00	0	Carpet & Floor	5,119	0.33	7,200	0.25	-2,081	5,088	0.19	31
0	0.00	0	0.00	0	0	0.00	0	Window Treatments	27	0.00	0	0.00	27	9	0.00	19
0	0.00	0	0.00	0	0	0.00	0	Training	125	0.01	0	0.00	125	0	0.00	125
0	0.00	50	0.02	-50	0	0.00	0	Telephone	0	0.00	500	0.02	-500	33	0.00	-33
601	0.37	414	0.14	187	1,419	0.46	-819	Kitchen Equipment	2,222	0.14	4,090	0.14	-1,867	4,741	0.18	-2,519
0	0.00	120	0.04	-120	146	0.05	-146	Locks & Keys	358	0.02	1,200	0.04	-842	817	0.03	-459
0	0.00	100	0.03	-100	0	0.00	0	Radio & TV	180	0.01	1,000	0.03	-820	3,288	0.12	-3,108
505	0.31	225	0.08	280	516	0.17	-11	Exterminating	3,152	0.20	2,250	0.08	902	3,091	0.12	61
0	0.00	0	0.00	0	-270	-0.09	270	License & Permits	200	0.01	0	0.00	200	0	0.00	200
305	0.19	305	0.10	0	305	0.10	0	Maintenance Contracts	3,050	0.20	3,050	0.10	0	2,745	0.10	305
0	0.00	0	0.00	0	123	0.04	-123	Equipment Rental	2,500	0.16	0	0.00	2,500	1,378	0.05	1,122
40	0.02	100	0.03	-60	1,208	0.39	-1,168	Fire & Safety	4,884	0.31	4,500	0.15	384	6,907	0.26	-2,023
0	0.00	0	0.00	0	0	0.00	0	Elevator	4,056	0.26	3,231	0.11	825	3,230	0.12	827
4,667	2.90	7,087	2.40	-2,420	12,403	4.03	-7,736	Total Operating - R & M	62,674	4.01	83,525	2.86	-20,851	90,769	3.42	-28,095
7,234	4.50	16,246	5.49	-9,012	19,237	6.25	-12,003	Total Expenses- R & M	103,004	6.59	173,314	5.93	-70,311	162,330	6.11	-59,327

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
6,948	4.32	8,677	2.93	-1,729	9,226	3.00	-2,278	Electricity	76,979	4.92	87,825	3.01	-10,846	87,806	3.31	-10,828
830	0.52	767	0.26	63	900	0.29	-70	Gas	5,179	0.33	6,371	0.22	-1,192	6,073	0.23	-894
5,127	3.19	4,589	1.55	538	3,532	1.15	1,595	Water & Sewer	34,003	2.18	45,235	1.55	-11,232	39,395	1.48	-5,392
648	0.40	590	0.20	58	446	0.14	202	Waste Removal	5,025	0.32	5,900	0.20	-875	6,024	0.23	-999
13,553	8.43	14,623	4.95	-1,070	14,103	4.58	-551	Total Expenses- Utilities	121,185	7.75	145,331	4.97	-24,146	139,298	5.24	-18,113

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
6,627	5.63	14,704	5.56	-8,077	14,149	5.54	-7,523	Franchise Fees/ Royalties	73,004	5.59	154,726	5.56	-81,722	147,503	5.62	-74,499
10,430	8.86	11,496	4.35	-1,066	11,062	4.33	-632	Advertising	62,324	4.78	120,968	4.35	-58,643	115,103	4.38	-52,779
2,560	2.18	10,852	4.11	-8,293	11,304	4.43	-8,744	Frequent Traveler	39,919	3.06	107,212	3.85	-67,293	93,511	3.56	-53,592
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	694	0.05	0	0.00	694	1,821	0.07	-1,127
19,616	16.67	37,052	14.02	-17,436	36,515	14.30	-16,899	Total Franchise Fees Expense	175,942	13.48	382,905	13.76	-206,964	357,937	13.63	-181,996

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MANAGEMENT FEES																
3,498	2.50	7,631	2.50	-4,133	7,271	2.50	-3,773	Management Fees	37,194	2.50	79,326	2.50	-42,132	74,722	2.50	-37,528
3,734	2.67	0	0.00	3,734	0	0.00	3,734	Management Fees- Owner	11,004	0.74	0	0.00	11,004	0	0.00	11,004
7,232	5.17	7,631	2.50	-399	7,271	2.50	-39	Total Management Fees Expense	48,198	3.24	79,326	2.50	-31,128	74,722	2.50	-26,524

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FIXED EXPENSES																
27,251	19.48	27,251	8.93	0	26,625	9.16	626	Ground Lease	270,633	18.19	270,007	8.51	626	264,419	8.85	6,214
12,359	8.83	12,209	4.00	150	12,359	4.25	0	FF & E Reserve	123,588	8.31	126,921	4.00	-3,333	97,541	3.27	26,047
1,245	0.89	1,230	0.40	15	3,248	1.12	-2,003	Van Lease	12,454	0.84	12,300	0.39	154	-1,440	-0.05	13,894
19,531	13.96	19,531	6.40	0	18,978	6.53	553	Real Estate Tax	195,311	13.13	195,311	6.16	0	185,288	6.20	10,023
57	0.04	0	0.00	57	0	0.00	57	Personal Property Tax	57	0.00	0	0.00	57	122	0.00	-65
5,550	3.97	5,291	1.73	259	5,052	1.74	498	Insurance	53,844	3.62	52,810	1.67	1,034	50,246	1.68	3,598
65,994	47.17	65,512	21.48	481	66,262	22.78	-269	TOTAL FIXED EXPENSES	655,886	44.09	657,349	20.73	-1,463	596,175	19.96	59,711

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TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	13,033	0.88	0	0.00	13,033	81,276	2.72	-68,243
44,534	31.83	0	0.00	44,534	44,534	15.31	0	Depreciation	445,340	29.93	0	0.00	445,340	445,340	14.91	0
2,184	1.56	0	0.00	2,184	2,184	0.75	0	Amortization Expense	21,840	1.47	0	0.00	21,840	21,840	0.73	0
22,775	16.28	22,793	7.47	-18	22,702	7.81	73	Interest Expense	227,153	15.27	227,563	7.18	-410	227,472	7.61	-318
0	0.00	3,052	1.00	-3,052	2,908	1.00	-2,908	Asset Management Fee	5,727	0.38	31,730	1.00	-26,003	29,887	1.00	-24,160
0	0.00	0	0.00	0	0	0.00	0	Uninsured Loss	0	0.00	0	0.00	0	7,404	0.25	-7,404
0	0.00	0	0.00	0	11,544	3.97	-11,544	Extraordinary Expenses	3,219	0.22	0	0.00	3,219	19,935	0.67	-16,716
69,493	49.67	25,845	8.47	43,648	83,872	28.84	-14,379	Total Other	716,312	48.15	259,293	8.18	457,019	833,153	27.89	-116,842

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
2,852		2,852		0	2,852		0	Total Rooms Available	28,060		28,060		0	27,968		92
1,851		2,420		-569	2,546		-695	Total Rooms Sold	14,053		21,067		-7,014	20,709		-6,656
64.90%		84.85%		-19.95%	89.27%		-24.37%	Occupancy %	50.08%		75.08%		-25.00%	74.05%		-23.96%
86.11		129.30		-43.20	119.86		-33.76	Average Rate	98.55		126.21		-27.66	123.76		-25.22
55.88		109.72		-53.83	107.00		-51.12	REVPAR	49.36		94.75		-45.40	91.64		-42.29
REVENUES																
159,384	99.22	312,915	98.89	-153,532	305,173	99.07	-145,789	ROOMS	1,384,913	98.88	2,658,780	98.89	-1,273,867	2,563,044	99.04	-1,178,132
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
1,258	0.78	3,513	1.11	-2,256	2,858	0.93	-1,601	MISCELLANEOUS	15,708	1.12	29,722	1.11	-14,013	24,885	0.96	-9,177
160,642	100.00	316,429	100.00	-155,787	308,031	100.00	-147,389	TOTAL REVENUES	1,400,621	100.00	2,688,502	100.00	-1,287,880	2,587,930	100.00	-1,187,308
DEPARTMENT EXPENSES																
26,666	16.73	60,565	19.36	-33,899	51,681	16.93	-25,015	ROOMS EXPENSE	291,978	21.08	563,915	21.21	-271,937	521,727	20.36	-229,749
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
319	25.32	878	25.00	-560	1,602	56.04	-1,283	MISCELLANEOUS EXPENSE	3,979	25.33	7,647	25.73	-3,668	9,603	38.59	-5,624
26,984	16.80	61,443	19.42	-34,459	53,282	17.30	-26,298	TOTAL DEPARTMENTAL EXPENSES	295,957	21.13	571,562	21.26	-275,605	531,329	20.53	-235,372
DEPARTMENTAL PROFIT																
132,718	83.27	252,351	80.64	-119,633	253,492	83.07	-120,774	ROOMS PROFIT	1,092,935	78.92	2,094,865	78.79	-1,001,930	2,041,318	79.64	-948,383
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
939	74.68	2,635	75.00	-1,696	1,256	43.96	-317	MISCELLANEOUS PROFIT	11,729	74.67	22,074	74.27	-10,345	15,282	61.41	-3,553
133,657	83.20	254,986	80.58	-121,328	254,749	82.70	-121,091	TOTAL DEPARTMENTAL PROFIT	1,104,664	78.87	2,116,940	78.74	-1,012,275	2,056,600	79.47	-951,936
ADMIN EXPENSES																
11,021	6.86	28,658	9.06	-17,637	29,400	9.54	-18,379	A & G EXPENSE	200,845	14.34	287,998	10.71	-87,153	295,365	11.41	-94,519
3,934	2.45	3,085	0.97	849	3,128	1.02	806	TELECOM	35,755	2.55	30,850	1.15	4,905	32,976	1.27	2,778
8,074	5.03	9,247	2.92	-1,173	4,927	1.60	3,147	SALES & MARKETING EXPENSES	69,473	4.96	105,216	3.91	-35,743	76,504	2.96	-7,031
20,245	12.60	33,997	10.74	-13,753	29,910	9.71	-9,665	FRANCHISE FEES	156,665	11.19	290,121	10.79	-133,456	287,726	11.12	-131,061
5,800	3.61	10,842	3.43	-5,043	13,837	4.49	-8,037	MAINTENANCE EXPENSES	67,669	4.83	115,509	4.30	-47,840	113,103	4.37	-45,434
6,845	4.26	7,164	2.26	-319	7,225	2.35	-380	UTILITIES EXPENSE	61,789	4.41	73,180	2.72	-11,391	75,724	2.93	-13,935
55,919	34.81	92,993	29.39	-37,075	88,427	28.71	-32,509	TOTAL ADMIN EXPENSES	592,196	42.28	902,875	33.58	-310,679	881,399	34.06	-289,203
77,739	48.39	161,992	51.19	-84,254	166,321	53.99	-88,583	HOUSE PROFIT	512,469	36.59	1,214,065	45.16	-701,596	1,175,201	45.41	-662,733
FIXED EXPENSES																
7,722	4.81	7,914	2.50	-192	7,701	2.50	21	MANAGEMENT FEES	45,994	3.28	67,241	2.50	-21,248	64,701	2.50	-18,708
68,459	42.62	67,771	21.42	688	66,532	21.60	1,927	FIXED EXPENSES	679,819	48.54	654,203	24.33	25,615	646,170	24.97	33,648

1,558	0.97	86,308	27.28	-84,751	92,088	29.90	-90,531	NET OPERATING INCOME	-213,343	-15.23	492,620	18.32	-705,964	464,330	17.94	-677,674
84,603	52.67	28,898	9.13	55,705	88,111	28.60	-3,508	Other	906,783	64.74	283,821	10.56	622,963	896,999	34.66	9,785
-83,046	-51.70	57,410	18.14	-140,455	3,977	1.29	-87,023	N.I. after Other	-1,120,127	-79.97	208,800	7.77	-1,328,926	-432,668	-16.72	-687,458
-24,176		57,410		-81,585	62,847		-87,023	Cash before Depreciation/Amortization	-531,427		208,800		-740,226	156,032		-687,458

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For Property: HomeWood Suites Houston Clear Lake

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
69,064	43.33	131,652	42.07	-62,588	159,275	52.19	-90,211	Rack/ Premium	634,071	45.78	926,587	34.85	-292,516	835,177	32.59	-201,106
10,227	6.42	45,376	14.50	-35,150	35,458	11.62	-25,232	Corporate	175,205	12.65	463,723	17.44	-288,518	416,559	16.25	-241,354
68,764	43.14	29,283	9.36	39,481	42,872	14.05	25,892	Discounts - Other	376,914	27.22	435,655	16.39	-58,741	447,052	17.44	-70,138
9,344	5.86	31,945	10.21	-22,601	38,801	12.71	-29,457	Government	175,124	12.65	286,724	10.78	-111,600	555,266	21.66	-380,142
1,627	1.02	45,376	14.50	-43,749	11,272	3.69	-9,645	Locally Negotiated Rate	18,527	1.34	287,458	10.81	-268,932	82,865	3.23	-64,338
0	0.00	0	0.00	0	-126	-0.04	126	Allowances	-1,691	-0.12	0	0.00	-1,691	-783	-0.03	-908
159,026	99.78	283,633	90.64	-124,606	287,552	94.23	-128,526	Total Transient Revenue	1,378,149	99.51	2,400,147	90.27	-1,021,999	2,336,136	91.15	-957,987
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
0	0.00	29,283	9.36	-29,283	17,578	5.76	-17,578	Group- Corporate	1,984	0.14	258,633	9.73	-256,649	219,871	8.58	-217,887
0	0.00	29,283	9.36	-29,283	17,578	5.76	-17,578	Total Group Revenue	1,984	0.14	258,633	9.73	-256,649	219,871	8.58	-217,887
357	0.22	0	0.00	357	43	0.01	315	Guaranteed No-Show	4,780	0.35	0	0.00	4,780	7,038	0.27	-2,258
159,384	100.00	312,915	100.00	-153,532	305,173	100.00	-145,789	Total Rooms Revenue	1,384,913	100.00	2,658,780	100.00	-1,273,867	2,563,044	100.00	-1,178,132
ROOM STATISTICS																
763	41	968	40	-205	1,329	52	-566	Rack/ Premium Rooms	6,012	43	6,601	31	-589	6,216	30	-204
103	6	363	15	-260	302	12	-199	Corporate Rooms	1,675	12	3,685	17	-2,010	3,376	16	-1,701
890	48	242	10	648	363	14	527	Discounts - Other Rooms	4,754	34	4,086	19	668	4,287	21	467
79	4	242	10	-163	310	12	-231	Government Rooms	1,426	10	2,280	11	-854	4,384	21	-2,958
16	1	363	15	-347	102	4	-86	Locally Negotiated Corporate Rooms	170	1	2,292	11	-2,122	694	3	-524
1,851	100	2,178	90	-327	2,406	95	-555	Total Transient Stats	14,037	100	18,944	90	-4,907	18,957	92	-4,920
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
0	0	242	10	-242	140	5	-140	Group- Corporate Rooms	16	0	2,123	10	-2,107	1,752	8	-1,736
0	0	242	10	-242	140	5	-140	Total Group Stats	16	0	2,123	10	-2,107	1,752	8	-1,736
1,851	100	2,420	100	-569	2,546	100	-695	TOTAL ROOM STATISTICS	14,053	100	21,067	100	-7,014	20,709	100	-6,656
Other Room Stats																

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ADR																
90.52		136.00		-45.49	119.85		-29.33	Rack/Premium ADR	105.47		140.37		-34.90	134.36		-28.89
99.29		125.00		-25.71	117.41		-18.12	Corporate ADR	104.60		125.84		-21.24	123.39		-18.79
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
77.26		121.00		-43.74	118.11		-40.84	Discount ADR	79.28		106.62		-27.34	104.28		-25.00
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
118.28		132.00		-13.73	125.16		-6.89	Government ADR	122.81		125.74		-2.94	126.66		-3.85
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
101.71		125.00		-23.29	110.51		-8.80	Local Negotiated ADR	108.98		125.42		-16.44	119.40		-10.42
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
85.91		130.23		-44.31	119.51		-33.60	Total Transient ADR	98.18		126.69		-28.51	123.23		-25.05
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		121.00		-121.00	125.56		-125.56	Group - Corporate ADR	124.00		121.85		2.15	125.50		-1.50
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		121.00		-121.00	125.56		-125.56	Total Group ADR	124.00		121.85		2.15	125.50		-1.50

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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Payroll & Related Expense																
1,032	0.56	5,082	2.10	-4,050	4,043	1.59	-3,011	FD/ Guest Service Reps	17,855	1.27	44,241	2.10	-26,386	46,738	2.26	-28,884
2,239	1.21	0	0.00	2,239	-194	-0.08	2,432	FD/Supervisor	10,349	0.74	0	0.00	10,349	5,598	0.27	4,751
3,373	1.82	3,133	1.29	240	3,142	1.23	231	Executive Housekeeper	24,515	1.74	30,825	1.46	-6,310	29,728	1.44	-5,214
0	0.00	870	0.36	-870	749	0.29	-749	Asst Exec Housekeeper/ Inspectress	1,697	0.12	8,560	0.41	-6,863	7,269	0.35	-5,572
4,421	2.39	10,164	4.20	-5,743	8,183	3.21	-3,762	Housekeepers	38,661	2.75	88,481	4.20	-49,820	74,887	3.62	-36,226
83	0.04	1,694	0.70	-1,611	1,021	0.40	-938	Housemen	2,507	0.18	14,748	0.70	-12,241	4,391	0.21	-1,884
345	0.19	1,906	0.79	-1,561	1,377	0.54	-1,032	Laundry	5,744	0.41	16,591	0.79	-10,847	15,922	0.77	-10,177
0	0.00	2,387	0.99	-2,387	2,212	0.87	-2,212	Comp Breakfast Hostess	5,655	0.40	23,485	1.11	-17,830	23,909	1.15	-18,254
0	0.00	1,196	0.49	-1,196	1,049	0.41	-1,049	Evening Social Host	2,555	0.18	11,769	0.56	-9,214	9,770	0.47	-7,215
3,057	1.65	3,403	1.41	-346	2,811	1.10	246	Night Audit	29,854	2.12	33,480	1.59	-3,626	28,551	1.38	1,304
1,050	0.57	2,387	0.99	-1,336	1,800	0.71	-750	Payroll Taxes	12,228	0.87	22,057	1.05	-9,829	20,662	1.00	-8,434
879	0.47	1,633	0.67	-754	1,749	0.69	-870	Employee Benefits	12,228	0.87	16,330	0.78	-4,102	17,463	0.84	-5,235
860	0.46	991	0.41	-131	102	0.04	758	Vacation /PTO	19,844	1.41	9,910	0.47	9,934	9,025	0.44	10,820
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,869	0.20	3,528	0.17	-659	4,764	0.23	-1,895
60	0.03	0	0.00	60	0	0.00	60	Bonus/Incentive Pay	60	0.00	0	0.00	60	350	0.02	-290
17,398	9.40	34,846	14.40	-17,447	28,045	11.02	-10,646	Total P/R & R/Benefits- Rooms	186,622	13.28	324,005	15.38	-137,383	299,028	14.44	-112,406
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	169	0.07	-169	42	0.02	-42	Newspapers	285	0.02	1,475	0.07	-1,189	1,295	0.06	-1,010
1,575	0.85	8,470	3.50	-6,895	7,547	2.96	-5,972	Comp Breakfast	22,016	1.57	73,735	3.50	-51,718	73,891	3.57	-51,874
0	0.00	100	0.04	-100	160	0.06	-160	Comp Breakfast- Equipment	324	0.02	5,900	0.28	-5,576	44	0.00	280
0	0.00	275	0.11	-275	229	0.09	-229	Rooms- Promotion	1,073	0.08	2,750	0.13	-1,677	229	0.01	843
0	0.00	145	0.06	-145	162	0.06	-162	Kitchen Furnishings	-28	0.00	1,264	0.06	-1,292	1,378	0.07	-1,407
0	0.00	73	0.03	-73	0	0.00	0	Laundry Supplies	490	0.03	632	0.03	-142	441	0.02	49
1,132	0.61	1,331	0.55	-199	1,261	0.50	-129	Linen Supplies	3,646	0.26	11,587	0.55	-7,941	11,048	0.53	-7,402
1,174	0.63	1,143	0.47	31	1,143	0.45	31	Cable TV	10,647	0.76	11,430	0.54	-783	11,371	0.55	-724
323	0.17	347	0.14	-24	347	0.14	-23	HSIA Support	3,273	0.23	3,470	0.16	-197	3,465	0.17	-192
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	6,000	0.28	-6,000	0	0.00	0
1,005	0.54	1,452	0.60	-447	1,375	0.54	-370	Reservations Expense	8,779	0.62	12,640	0.60	-3,861	11,054	0.53	-2,276
255	0.14	2,323	0.96	-2,068	2,247	0.88	-1,992	Guest Room Supplies	8,693	0.62	20,224	0.96	-11,531	19,609	0.95	-10,916
156	0.08	242	0.10	-86	230	0.09	-73	Cleaning Supplies	1,504	0.11	2,107	0.10	-603	1,901	0.09	-397
852	0.46	397	0.16	455	344	0.14	508	Ecolab Core Supplies	3,638	0.26	3,567	0.17	71	2,829	0.14	809
0	0.00	3,098	1.28	-3,098	2,532	0.99	-2,532	Evening Social- Food	5,788	0.41	26,966	1.28	-21,178	25,440	1.23	-19,653
0	0.00	484	0.20	-484	1,003	0.39	-1,003	Evening Social- Beverage	1,296	0.09	4,213	0.20	-2,918	4,798	0.23	-3,502
0	0.00	25	0.01	-25	0	0.00	0	Evening Social- Equipment	16	0.00	250	0.01	-234	42	0.00	-26
2,455	1.33	5,445	2.25	-2,990	4,813	1.89	-2,358	Travel Agents Commission	31,055	2.21	47,401	2.25	-16,346	51,575	2.49	-20,520
0	0.00	200	0.08	-200	200	0.08	-200	Uniforms	523	0.04	4,300	0.20	-3,777	1,249	0.06	-726
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	128	0.01	0	0.00	128	1,040	0.05	-913
340	0.18	0	0.00	340	0	0.00	340	COVID 19 Supplies	2,213	0.16	0	0.00	2,213	0	0.00	2,213
9,267	5.01	25,719	10.63	-16,452	23,636	9.28	-14,368	Total Operating - Rooms	105,356	7.50	239,910	11.39	-134,554	222,699	10.75	-117,343
26,666	14.41	60,565	25.03	-33,899	51,681	20.30	-25,015	Total Expenses- Rooms	291,978	20.78	563,915	26.77	-271,937	521,727	25.19	-229,749
132,718	71.70	252,351	104.28	-119,633	253,492	99.56	-120,774	Net Income- Rooms	1,092,935	77.77	2,094,865	99.44	-1,001,930	2,041,318	98.57	-948,383

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 10/31/2020

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake
For Property: HomeWood Suites Houston Clear Lake
00- Master P&L-CAPSTONE
As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	13	0.00	0	0.00	13	21	0.00	-8
0	0.00	22	0.00	-22	0	0.00	0	Long Distance	21	0.00	220	0.00	-199	164	0.00	-144
79	0.00	93	0.00	-14	129	0.00	-50	Internet Access Fees	540	0.00	930	0.00	-390	896	0.00	-356
79	0.00	115	0.00	-36	129	0.00	-50	Total Phone Revenues	573	0.00	1,150	0.00	-577	1,081	0.00	-507
COS- Communication																
2,406	1.50	1,808	0.57	598	1,859	0.60	547	COS-Local	22,537	1.61	18,080	0.67	4,457	16,789	0.65	5,748
1,237	1,561.87	1,292	1,389.25	-55	1,298	1,008.24	-61	COS-HSIA ISP	12,424	2,302.71	12,920	1,389.25	-496	15,094	1,684.74	-2,670
3,643	0.00	3,100	0.00	543	3,157	0.00	486	Total COS- Comm	34,961	0.00	31,000	0.00	3,961	31,883	0.00	3,078
-3,564	0.00	-2,985	0.00	-579	-3,028	0.00	-535	Gross Margin- Comm	-34,388	0.00	-29,850	0.00	-4,538	-30,802	0.00	-3,585
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	950	0.00	1,000	0.00	-50	2,174	0.00	-1,224
271	0.00	0	0.00	271	0	0.00	271	Equipment Maintenance	417	0.00	0	0.00	417	0	0.00	417
371	0.00	100	0.00	271	100	0.00	271	Total Operating - Comm	1,367	0.00	1,000	0.00	367	2,174	0.00	-807
3,934	0.00	3,085	0.00	849	3,128	0.00	806	N.I. - Comm Dept	35,755	0.00	30,850	0.00	4,905	32,976	0.00	2,778

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	169	7.32	-169	1,068	38.73	-1,068	Laundry/Valet	1,830	14.25	1,475	7.12	355	2,819	14.96	-989
0	0.00	0	0.00	0	943	34.20	-943	Gift Shop Sales	0	0.00	0	0.00	0	10,894	57.81	-10,894
274	25.85	242	10.46	32	213	7.72	61	Vending	1,007	7.84	2,107	10.17	-1,100	2,185	11.60	-1,178
0	0.00	0	0.00	0	50	1.81	-50	Pet Fees	325	2.53	0	0.00	325	50	0.27	275
0	0.00	0	0.00	0	0	0.00	0	Interest Income	0	0.00	0	0.00	0	22	0.12	-22
16	1.47	0	0.00	16	0	0.00	16	Miscellaneous	61	0.48	0	0.00	61	0	0.00	61
0	0.00	300	12.97	-300	353	12.78	-353	Late Cancellation Income	2,234	17.40	3,000	14.48	-766	1,403	7.45	831
75	7.09	0	0.00	75	0	0.00	75	Smoking Fee	525	4.09	0	0.00	525	0	0.00	525
0	0.00	150	6.48	-150	131	4.76	-131	Tax Discounts Earned	611	4.76	1,500	7.24	-889	1,471	7.81	-860
694	65.58	1,452	62.76	-758	0	0.00	694	Market Sales	6,246	48.65	12,640	61.00	-6,395	0	0.00	6,246
1,058	100.00	2,313	100.00	-1,256	2,758	100.00	-1,701	Total Miscellaneous Revenues	12,839	100.00	20,722	100.00	-7,883	18,845	100.00	-6,006
COSales- Miscellaneous																
38	0.00	152	90.00	-115	1,029	96.33	-991	COS-Laundry/Valet	1,636	89.38	1,327	90.00	309	2,723	96.60	-1,088
0	0.00	0	0.00	0	573	60.73	-573	COS-Gift Shop	0	0.00	0	0.00	0	6,879	63.15	-6,879
281	40.47	726	50.00	-445	0	0.00	281	COS- Market	2,343	37.52	6,320	50.00	-3,977	0	0.00	2,343
319	30.11	878	37.97	-560	1,602	58.07	-1,283	Total COS- Miscellaneous	3,979	30.99	7,647	36.91	-3,668	9,603	50.96	-5,624
200	100.00	1,200	100.00	-1,000	100	100.00	100	Banquet Room Rental	2,869	100.00	9,000	100.00	-6,131	6,040	100.00	-3,171
200	100.00	1,200	100.00	-1,000	100	100.00	100	Total Meeting Room Revenues	2,869	100.00	9,000	100.00	-6,131	6,040	100.00	-3,171
Cost of Sales- Meeting Room																
939	88.80	2,635	113.90	-1,696	1,256	45.55	-317	Total Miscellaneous Profit	11,729	91.36	22,074	106.53	-10,345	15,282	81.09	-3,553

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
3,404	2.12	6,386	2.02	-2,982	6,217	2.02	-2,813	General Manager	29,307	2.09	61,366	2.28	-32,059	63,841	2.47	-34,535
3,919	2.44	3,787	1.20	132	3,686	1.20	233	Assistant General Manager	33,736	2.41	37,145	1.38	-3,409	35,508	1.37	-1,772
285	0.18	783	0.25	-498	773	0.25	-488	Payroll Taxes	4,853	0.35	8,047	0.30	-3,194	8,365	0.32	-3,512
567	0.35	1,155	0.37	-588	11	0.00	556	Employee Benefits	10,219	0.73	11,550	0.43	-1,331	9,710	0.38	510
0	0.00	0	0.00	0	0	0.00	0	Vacation /PTO	9,057	0.65	0	0.00	9,057	5,091	0.20	3,966
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,358	0.10	0	0.00	1,358	1,552	0.06	-195
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,836	0.13	5,991	0.22	-4,155	6,569	0.25	-4,733
8,175	5.09	12,111	3.83	-3,937	10,688	3.47	-2,513	Total P/R & R/B- A&G	90,365	6.45	124,099	4.62	-33,734	130,636	5.05	-40,271
Operating Expenses- A&G																
-165	-0.10	300	0.09	-465	696	0.23	-861	Employee Relations	657	0.05	3,600	0.13	-2,943	4,718	0.18	-4,061
2,000	1.25	2,000	0.63	0	2,000	0.65	0	Accounting Fees	20,000	1.43	20,000	0.74	0	20,000	0.77	0
1,665	1.04	1,158	0.37	507	1,359	0.44	306	Data Processing	14,040	1.00	12,771	0.48	1,269	12,893	0.50	1,148
65	0.04	450	0.14	-385	701	0.23	-637	Office Supplies	1,370	0.10	2,400	0.09	-1,030	3,824	0.15	-2,454
96	0.06	95	0.03	1	95	0.03	1	Muzak	691	0.05	950	0.04	-259	950	0.04	-259
40	0.03	300	0.09	-260	1,550	0.50	-1,510	Travel & Lodging	2,819	0.20	6,200	0.23	-3,381	8,146	0.31	-5,326
0	0.00	0	0.00	0	130	0.04	-130	Meals and Entertainment	0	0.00	0	0.00	0	191	0.01	-191
0	0.00	75	0.02	-75	75	0.02	-75	Telephone	113	0.01	750	0.03	-637	525	0.02	-412
0	0.00	0	0.00	0	0	0.00	0	Licenses and Permits	2,449	0.17	2,355	0.09	94	2,795	0.11	-346
0	0.00	48	0.02	-48	37	0.01	-37	Postage	282	0.02	421	0.02	-140	641	0.02	-360
0	0.00	50	0.02	-50	0	0.00	0	Recruitment	657	0.05	1,200	0.04	-543	973	0.04	-316
183	0.11	180	0.06	3	167	0.05	16	Employment Screening/ Drug Testing	1,001	0.07	1,800	0.07	-799	1,600	0.06	-599
0	0.00	0	0.00	0	437	0.14	-437	Training	2,363	0.17	1,750	0.07	613	521	0.02	1,842
128	0.08	165	0.05	-37	160	0.05	-32	Dues/Subscriptions	2,245	0.16	3,637	0.14	-1,392	3,564	0.14	-1,319
-2,602	-1.62	8,927	2.82	-11,529	8,753	2.84	-11,355	Credit Card Commissions	35,645	2.54	75,848	2.82	-40,204	73,428	2.84	-37,783
-335	-0.21	0	0.00	-335	0	0.00	-335	Cash Over/Short	4,765	0.34	0	0.00	4,765	-2,291	-0.09	7,056
185	0.11	156	0.05	29	156	0.05	29	Equipment Rental	1,633	0.12	1,560	0.06	73	1,643	0.06	-10
216	0.13	350	0.11	-134	281	0.09	-65	Payroll Services	3,598	0.26	4,905	0.18	-1,307	5,190	0.20	-1,593
900	0.56	1,400	0.44	-500	1,322	0.43	-421	Bank Charges	11,179	0.80	14,000	0.52	-2,821	14,014	0.54	-2,835
0	0.00	0	0.00	0	0	0.00	0	Chargebacks	-672	-0.05	0	0.00	-672	2,026	0.08	-2,698
470	0.29	892	0.28	-422	796	0.26	-326	Workers Comp Insurance	5,646	0.40	9,752	0.36	-4,106	9,377	0.36	-3,731
2,846	1.77	16,546	5.23	-13,700	18,712	6.07	-15,866	Total Operating- A&G	110,480	7.89	163,900	6.10	-53,419	164,729	6.37	-54,248
11,021	6.86	28,658	9.06	-17,637	29,400	9.54	-18,379	Total Expenses- A&G	200,845	14.34	287,998	10.71	-87,153	295,365	11.41	-94,519

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SALES DEPARTMENT																
SALES																
P/R & R/B																
4,396	2.74	5,249	1.66	-853	2,060	0.67	2,335	Director of Sales	37,190	2.66	50,292	1.87	-13,102	29,611	1.14	7,578
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	65	0.00	0	0.00	65	50	0.00	15
358	0.22	861	0.27	-502	770	0.25	-411	Revenue Management	4,752	0.34	8,607	0.32	-3,855	7,979	0.31	-3,227
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.04	1,721	0.06	-1,205	0	0.00	516
313	0.20	358	0.11	-45	179	0.06	134	Payroll Taxes	2,893	0.21	3,609	0.13	-716	2,441	0.09	452
587	0.37	1,328	0.42	-741	0	0.00	587	Employee Benefits	3,844	0.27	13,280	0.49	-9,436	9,046	0.35	-5,202
150	0.09	0	0.00	150	0	0.00	150	Vacation / PTO	1,530	0.11	0	0.00	1,530	3,269	0.13	-1,739
0	0.00	0	0.00	0	0	0.00	0	Holiday	750	0.05	0	0.00	750	654	0.03	96
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	196	0.01	2,700	0.10	-2,504	2,008	0.08	-1,813
5,804	3.61	7,968	2.52	-2,164	3,009	0.98	2,795	Total P/R & R/B- Sales	51,735	3.69	80,209	2.98	-28,474	55,058	2.13	-3,323
Operating Expenses- Sales																
0	0.00	25	0.01	-25	0	0.00	0	Printing & Stationary	0	0.00	250	0.01	-250	121	0.00	-121
0	0.00	25	0.01	-25	55	0.02	-55	Office Supplies	18	0.00	250	0.01	-232	809	0.03	-791
0	0.00	50	0.02	-50	936	0.30	-936	Travel & Lodging	721	0.05	3,600	0.13	-2,879	2,103	0.08	-1,381
0	0.00	50	0.02	-50	221	0.07	-221	Meals & Entertainment	0	0.00	500	0.02	-500	284	0.01	-284
0	0.00	100	0.03	-100	113	0.04	-113	Promotions	118	0.01	1,000	0.04	-882	2,441	0.09	-2,323
0	0.00	50	0.02	-50	0	0.00	0	Telephone	0	0.00	500	0.02	-500	300	0.01	-300
0	0.00	0	0.00	0	0	0.00	0	Postage	0	0.00	0	0.00	0	9	0.00	-9
0	0.00	0	0.00	0	0	0.00	0	Sales Training	1,787	0.13	2,000	0.07	-213	242	0.01	1,545
1,699	1.06	0	0.00	1,699	0	0.00	1,699	Dues & Subscriptions	9,683	0.69	6,120	0.23	3,563	5,130	0.20	4,552
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	200	0.06	-200	e Commerce Costs	0	0.00	0	0.00	0	2,473	0.10	-2,473
571	0.36	979	0.31	-408	393	0.13	178	Brand Paid Search	5,411	0.39	10,062	0.37	-4,651	6,926	0.27	-1,515
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	0	0.00	0	500	0.02	-500
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	0	0.00	0	0.00	0	60	0.00	-60
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.03	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	0	0.00	0	25	0.00	-25
2,270	1.41	1,279	0.40	991	1,918	0.62	352	Total Operating- Sales	17,738	1.27	25,007	0.93	-7,269	21,446	0.83	-3,708
8,074	5.03	9,247	2.92	-1,173	4,927	1.60	3,147	Total Expenses-Sales	69,473	4.96	105,216	3.91	-35,743	76,504	2.96	-7,031

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
1,846	1.00	4,247	1.75	-2,401	4,165	1.64	-2,319	Chief Engineer	17,042	1.21	41,785	1.98	-24,743	39,894	1.93	-22,851
0	0.00	0	0.00	0	0	0.00	0	Asst Engineer	21	0.00	0	0.00	21	0	0.00	21
0	0.00	852	0.35	-852	0	0.00	0	General Maintenance	226	0.02	8,381	0.40	-8,155	0	0.00	226
184	0.10	388	0.16	-203	307	0.12	-123	Payroll Taxes	1,523	0.11	3,813	0.18	-2,290	3,086	0.15	-1,563
0	0.00	961	0.40	-961	931	0.37	-931	Employee Benefits	2,097	0.15	9,610	0.46	-7,513	9,354	0.45	-7,258
0	0.00	0	0.00	0	0	0.00	0	Holiday	0	0.00	0	0.00	0	745	0.04	-745
150	0.08	0	0.00	150	0	0.00	150	Vacation /PTO	450	0.03	0	0.00	450	181	0.01	269
2,180	1.18	6,448	2.66	-4,267	5,403	2.12	-3,223	Total P/R & Related Expenses- Maintenance	21,359	1.52	63,589	3.02	-42,229	53,259	2.57	-31,900
Operating Expenses- R & M																
0	0.00	48	0.02	-48	0	0.00	0	Laundry Equipment	1,340	0.10	421	0.02	919	191	0.01	1,150
119	0.06	387	0.16	-268	14	0.01	105	Building Maintenance	1,005	0.07	3,371	0.16	-2,365	2,838	0.14	-1,833
0	0.00	145	0.06	-145	439	0.17	-439	Light Bulbs	137	0.01	1,264	0.06	-1,127	1,576	0.08	-1,439
0	0.00	145	0.06	-145	79	0.03	-79	Electrical & Mechanical	916	0.07	1,264	0.06	-348	1,113	0.05	-197
25	0.01	557	0.23	-531	404	0.16	-378	HVAC	3,764	0.27	4,845	0.23	-1,081	4,648	0.22	-884
74	0.04	605	0.25	-531	436	0.17	-362	Plumbing & Boiler	2,396	0.17	5,267	0.25	-2,871	10,271	0.50	-7,875
904	0.49	750	0.31	154	841	0.33	63	Pool	7,550	0.54	7,500	0.36	50	7,784	0.38	-234
487	0.26	975	0.40	-488	974	0.38	-487	Grounds & Landscaping	7,632	0.54	10,750	0.51	-3,118	10,811	0.52	-3,180
9	0.00	48	0.02	-40	0	0.00	9	Signage	9	0.00	421	0.02	-413	546	0.03	-538
0	0.00	169	0.07	-169	248	0.10	-248	Furniture & Fixtures	0	0.00	1,475	0.07	-1,475	1,569	0.08	-1,569
29	0.02	48	0.02	-20	0	0.00	29	Painting	29	0.00	421	0.02	-393	483	0.02	-454
0	0.00	0	0.00	0	0	0.00	0	Carpet & Floor	0	0.00	3,250	0.15	-3,250	0	0.00	0
0	0.00	50	0.02	-50	0	0.00	0	Kitchen Equipment	65	0.00	500	0.02	-435	906	0.04	-841
0	0.00	25	0.01	-25	352	0.14	-352	Locks & Keys	189	0.01	250	0.01	-61	875	0.04	-686
0	0.00	125	0.05	-125	0	0.00	0	Radio & TV	0	0.00	1,250	0.06	-1,250	0	0.00	0
609	0.33	216	0.09	393	217	0.09	392	Exterminating	3,790	0.27	2,160	0.10	1,630	2,161	0.10	1,630
0	0.00	0	0.00	0	0	0.00	0	License & Permits	300	0.02	0	0.00	300	0	0.00	300
1,364	0.74	100	0.04	1,264	2,451	0.96	-1,087	Fire & Safety	13,429	0.96	3,842	0.18	9,587	6,152	0.30	7,277
0	0.00	0	0.00	0	1,979	0.78	-1,979	Elevator	3,759	0.27	3,669	0.17	90	7,918	0.38	-4,159
3,619	1.96	4,395	1.82	-775	8,434	3.31	-4,814	Total Operating - R & M	46,310	3.30	51,921	2.46	-5,611	59,844	2.89	-13,534
5,800	3.13	10,842	4.48	-5,043	13,837	5.43	-8,037	Total Expenses- R & M	67,669	4.82	115,509	5.48	-47,840	113,103	5.46	-45,434

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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As of 10/31/2020

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UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
4,423	2.39	4,826	1.99	-403	4,668	1.83	-245	Electricity	42,634	3.03	47,059	2.23	-4,425	45,372	2.19	-2,738
486	0.26	731	0.30	-245	690	0.27	-205	Gas	5,446	0.39	9,420	0.45	-3,974	14,565	0.70	-9,120
1,082	0.58	857	0.35	225	880	0.35	202	Water & Sewer	8,159	0.58	9,201	0.44	-1,042	9,246	0.45	-1,088
854	0.46	750	0.31	104	986	0.39	-132	Waste Removal	5,551	0.39	7,500	0.36	-1,949	6,540	0.32	-990
6,845	3.70	7,164	2.96	-319	7,225	2.84	-380	Total Expenses- Utilities	61,789	4.40	73,180	3.47	-11,391	75,724	3.66	-13,935

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FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,891	5.58	17,227	5.51	-8,336	16,785	5.50	-7,893	Franchise Fees/ Royalties	76,207	5.50	146,398	5.51	-70,191	141,025	5.50	-64,819
5,658	3.55	10,963	3.50	-5,305	10,681	3.50	-5,023	Advertising	48,495	3.50	93,162	3.50	-44,667	89,837	3.51	-41,342
5,576	3.50	5,808	1.86	-232	2,444	0.80	3,132	Frequent Traveler	31,843	2.30	50,561	1.90	-18,717	56,564	2.21	-24,721
120	0.08	0	0.00	120	0	0.00	120	Brand Guest Fees	120	0.01	0	0.00	120	300	0.01	-180
20,245	12.70	33,997	10.86	-13,753	29,910	9.80	-9,665	Total Franchise Fees Expense	156,665	11.31	290,121	10.91	-133,456	287,726	11.23	-131,061

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Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
4,016	2.50	7,914	2.50	-3,898	7,701	2.50	-3,685	Management Fees	35,017	2.50	67,241	2.50	-32,224	64,701	2.50	-29,684
3,706	2.31	0	0.00	3,706	0	0.00	3,706	Management Fees- Owner	10,977	0.78	0	0.00	10,977	0	0.00	10,977
7,722	4.81	7,914	2.50	-192	7,701	2.50	21	Total Management Fees Expense	45,994	3.28	67,241	2.50	-21,248	64,701	2.50	-18,708

Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

For Property: HomeWood Suites Houston Clear Lake

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FIXED EXPENSES																
30,961	19.27	30,961	9.78	0	30,059	9.76		902 Ground Lease	306,901	21.91	305,097	11.35	1,804	297,962	11.51	8,939
13,017	8.10	12,614	3.99	403	13,017	4.23		0 FF & E Reserve	130,168	9.29	107,226	3.99	22,942	111,259	4.30	18,909
20,496	12.76	20,496	6.48	0	19,921	6.47		575 Real Estate Tax	204,955	14.63	204,955	7.62	0	201,434	7.78	3,521
128	0.08	0	0.00	128	0	0.00		128 Personal Property Tax	128	0.01	0	0.00	128	197	0.01	-69
3,859	2.40	3,701	1.17	158	3,536	1.15		323 Insurance	37,667	2.69	36,925	1.37	742	35,319	1.36	2,348
68,459	42.62	67,771	21.42	688	66,532	21.60	1,927	TOTAL FIXED EXPENSES	679,819	48.54	654,203	24.33	25,615	646,170	24.97	33,648

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Company: 401 Bay Area Clear Lake dba HWS Clear Lake Property: HomeWood Suites Houston Clear Lake

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	529	0.17	-529	Owners Expense	53,837	3.84	0	0.00	53,837	25,595	0.99	28,242
56,458	35.15	0	0.00	56,458	56,458	18.33	0	Depreciation	564,580	40.31	0	0.00	564,580	564,580	21.82	0
2,412	1.50	0	0.00	2,412	2,412	0.78	0	Amortization Expense	24,120	1.72	0	0.00	24,120	24,120	0.93	0
25,733	16.02	25,733	8.13	0	25,632	8.32	101	Interest Expense	256,433	18.31	256,924	9.56	-491	256,823	9.92	-390
0	0.00	3,165	1.00	-3,165	3,080	1.00	-3,080	Asset Management Fee	4,547	0.32	26,897	1.00	-22,350	25,881	1.00	-21,334
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	-46	0.00	0	0.00	-46	0	0.00	-46
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	3,313	0.24	0	0.00	3,313	0	0.00	3,313
84,603	52.67	28,898	9.13	55,705	88,111	28.60	-3,508	Total Other	906,783	64.74	283,821	10.56	622,963	896,999	34.66	9,785

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House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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SUMMARY																
3,906		3,906		0	3,906		0	Total Rooms Available	38,430		38,430		0	38,304		126
1,721		3,495		-1,774	3,187		-1,466	Total Rooms Sold	19,256		32,241		-12,985	31,090		-11,834
44.06%		89.48%		-45.42%	81.59%		-37.53%	Occupancy %	50.11%		83.90%		-33.79%	81.17%		-31.06%
92.40		93.20		-0.80	93.64		-1.24	Average Rate	111.06		102.81		8.26	101.27		9.80
40.71		83.39		-42.68	76.40		-35.69	REVPAR	55.65		86.25		-30.60	82.19		-26.54
REVENUES																
159,015	96.77	325,724	97.96	-166,709	298,434	97.69	-139,419	ROOMS	2,138,640	97.43	3,314,556	98.07	-1,175,916	3,148,351	97.87	-1,009,711
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
5,311	3.23	6,789	2.04	-1,478	7,046	2.31	-1,735	MISCELLANEOUS	56,320	2.57	65,402	1.93	-9,082	68,672	2.13	-12,352
164,326	100.00	332,514	100.00	-168,187	305,480	100.00	-141,154	TOTAL REVENUES	2,194,960	100.00	3,379,958	100.00	-1,184,998	3,217,023	100.00	-1,022,063
DEPARTMENT EXPENSES																
40,501	25.47	99,047	30.41	-58,546	83,525	27.99	-43,024	ROOMS EXPENSE	453,723	21.22	953,953	28.78	-500,230	848,238	26.94	-394,514
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,376	25.90	1,684	24.81	-309	2,721	38.61	-1,345	MISCELLANEOUS EXPENSE	11,275	20.02	15,596	23.85	-4,321	22,320	32.50	-11,046
41,876	25.48	100,731	30.29	-58,855	86,246	28.23	-44,369	TOTAL DEPARTMENTAL EXPENSES	464,998	21.18	969,549	28.69	-504,551	870,558	27.06	-405,560
DEPARTMENTAL PROFIT																
118,514	74.53	226,677	69.59	-108,163	214,909	72.01	-96,395	ROOMS PROFIT	1,684,917	78.78	2,360,603	71.22	-675,686	2,300,114	73.06	-615,197
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
3,936	74.10	5,105	75.19	-1,169	4,325	61.39	-390	MISCELLANEOUS PROFIT	45,045	79.98	49,806	76.15	-4,760	46,352	67.50	-1,306
122,450	74.52	231,783	69.71	-109,333	219,234	71.77	-96,784	TOTAL DEPARTMENTAL PROFIT	1,729,962	78.82	2,410,409	71.31	-680,447	2,346,466	72.94	-616,503
11,809	7.19	28,319	8.52	-16,510	26,507	8.68	-14,697	A & G EXPENSE	266,151	12.13	297,300	8.80	-31,149	307,076	9.55	-40,925
2,173	1.32	1,949	0.59	224	2,077	0.68	95	TELECOM	20,756	0.95	19,490	0.58	1,266	19,814	0.62	941
6,936	4.22	9,071	2.73	-2,134	2,076	0.68	4,860	SALES & MARKETING EXPENSES	92,898	4.23	101,345	3.00	-8,448	77,663	2.41	15,235
16,592	10.10	37,583	11.30	-20,991	29,833	9.77	-13,240	FRANCHISE FEES	250,572	11.42	382,438	11.31	-131,866	360,703	11.21	-110,131
7,069	4.30	15,709	4.72	-8,641	9,866	3.23	-2,797	MAINTENANCE EXPENSES	83,307	3.80	155,830	4.61	-72,523	166,518	5.18	-83,211
19,465	11.85	20,362	6.12	-897	19,477	6.38	-12	UTILITIES EXPENSE	172,269	7.85	195,271	5.78	-23,002	185,776	5.77	-13,508
64,044	38.97	112,993	33.98	-48,949	89,835	29.41	-25,791	TOTAL ADMIN EXPENSES	885,952	40.36	1,151,675	34.07	-265,722	1,117,550	34.74	-231,598
58,406	35.54	118,790	35.72	-60,384	129,399	42.36	-70,993	HOUSE PROFIT	844,010	38.45	1,258,734	37.24	-414,724	1,228,915	38.20	-384,905
FIXED EXPENSES																
7,842	4.77	8,319	2.50	-477	7,637	2.50	205	MANAGEMENT FEES	65,877	3.00	84,559	2.50	-18,682	80,453	2.50	-14,576
43,359	26.39	47,281	14.22	-3,923	36,695	12.01	6,663	FIXED EXPENSES	430,370	19.61	471,051	13.94	-40,681	442,178	13.74	-11,807

7,206	4.38	63,190	19.00	-55,984	85,067	27.85	-77,861	NET OPERATING INCOME	347,763	15.84	703,124	20.80	-355,361	706,284	21.95	-358,522
74,584	45.39	35,826	10.77	38,758	77,538	25.38	-2,954	Other	775,803	35.34	358,808	10.62	416,995	781,556	24.29	-5,753
-67,379	-41.00	27,364	8.23	-94,742	7,529	2.46	-74,907	N.I. after Other	-428,040	-19.50	344,316	10.19	-772,356	-75,272	-2.34	-352,769
-25,593		27,364		-52,956	49,315		-74,907	Cash before Depreciation/Amortization	-10,180		344,316		-354,496	342,588		-352,769

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
48,744	30.65	89,959	27.62	-41,214	96,918	32.48	-48,174	Rack/ Premium	641,083	29.98	1,141,882	34.45	-500,799	1,089,494	34.61	-448,411
35,334	22.22	11,219	3.44	24,116	39,246	13.15	-3,911	Corporate	514,592	24.06	308,943	9.32	205,650	374,115	11.88	140,477
72,122	45.36	53,472	16.42	18,650	67,908	22.75	4,214	Discounts - Other	575,032	26.89	833,411	25.14	-258,379	904,045	28.71	-329,013
492	0.31	41,589	12.77	-41,097	28,193	9.45	-27,701	Government	102,293	4.78	249,026	7.51	-146,733	238,064	7.56	-135,771
218	0.14	107,468	32.99	-107,250	5,472	1.83	-5,254	Locally Negotiated Rate	22,918	1.07	524,799	15.83	-501,880	269,882	8.57	-246,964
-486	-0.31	0	0.00	-486	-647	-0.22	161	Allowances	-4,356	-0.20	0	0.00	-4,356	-12,879	-0.41	8,522
156,426	98.37	303,706	93.24	-147,281	237,089	79.44	-80,664	Total Transient Revenue	1,851,562	86.58	3,058,060	92.26	-1,206,498	2,862,721	90.93	-1,011,159
0	0.00	0	0.00	0	42,926	14.38	-42,926	Crew (Air)	125,270	5.86	1,505	0.05	123,765	87,618	2.78	37,652
0	0.00	0	0.00	0	42,926	14.38	-42,926	Total Base Revenues	125,270	5.86	1,505	0.05	123,765	87,618	2.78	37,652
2,054	1.29	22,018	6.76	-19,964	16,693	5.59	-14,639	Group- Corporate	150,478	7.04	254,991	7.69	-104,513	169,395	5.38	-18,917
2,054	1.29	22,018	6.76	-19,964	16,693	5.59	-14,639	Total Group Revenue	150,478	7.04	254,991	7.69	-104,513	169,395	5.38	-18,917
535	0.34	0	0.00	535	1,726	0.58	-1,190	Guaranteed No-Show	11,330	0.53	0	0.00	11,330	28,617	0.91	-17,287
159,015	100.00	325,724	100.00	-166,709	298,434	100.00	-139,419	Total Rooms Revenue	2,138,640	100.00	3,314,556	100.00	-1,175,916	3,148,351	100.00	-1,009,711
ROOM STATISTICS																
484	28	769	22	-285	791	25	-307	Rack/ Premium Rooms	5,239	27	8,958	28	-3,719	8,616	28	-3,377
323	19	105	3	218	375	12	-52	Corporate Rooms	4,212	22	2,622	8	1,590	3,365	11	847
882	51	629	18	253	740	23	142	Discounts - Other Rooms	6,035	31	7,989	25	-1,954	8,959	29	-2,924
4	0	350	10	-346	206	6	-202	Government Rooms	713	4	1,905	6	-1,192	1,769	6	-1,056
2	0	1,433	41	-1,431	69	2	-67	Locally Negotiated Corporate Rooms	289	2	8,226	26	-7,937	5,003	16	-4,714
1,695	98	3,285	94	-1,590	2,181	68	-486	Total Transient Stats	16,488	86	29,700	92	-13,212	27,712	89	-11,224
0	0	0	0	0	877	28	-877	Crew (Air) Stats	1,740	9	26	0	1,714	1,667	5	73
0	0	0	0	0	877	28	-877	Total Crew Stats	1,740	9	26	0	1,714	1,667	5	73
26	2	210	6	-184	129	4	-103	Group- Corporate Rooms	1,028	5	2,515	8	-1,487	1,711	6	-683
26	2	210	6	-184	129	4	-103	Total Group Stats	1,028	5	2,515	8	-1,487	1,711	6	-683
1,721	100	3,495	100	-1,774	3,187	100	-1,466	TOTAL ROOM STATISTICS	19,256	100	32,241	100	-12,985	31,090	100	-11,834
Other Room Stats																
7	0	0	0	7	1	0	6	Comp Rooms	52	0	0	0	52	62	0	-10
1,040	60	0	0	1,040	1,056	33	-16	Multiple Occupancy	8,848	46	0	0	8,848	10,172	33	-1,324
0	0	0	0	0	0	0	0	GNS Stats	0	0	0	0	0	2	0	-2
1,317	77	0	0	1,317	151	5	1,166	Out of Order Rooms	10,300	53	0	0	10,300	1,064	3	9,236
3,672	213	0	0	3,672	4,796	150	-1,124	# of Guests	32,768	170	0	0	32,768	46,509	150	-13,741

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ADR																
100.71		117.00		-16.29	122.53		-21.81	Rack/Premium ADR	122.37		127.47		-5.10	126.45		-4.08
109.39		107.00		2.40	104.65		4.74	Corporate ADR	122.17		117.85		4.32	111.18		10.99
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
81.77		85.00		-3.23	91.77		-10.00	Discount ADR	95.28		104.32		-9.04	100.91		-5.63
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
123.10		119.00		4.10	136.86		-13.76	Government ADR	143.47		130.71		12.76	134.58		8.89
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
109.00		75.00		34.00	79.30		29.70	Local Negotiated ADR	79.30		63.80		15.50	53.94		25.36
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
92.29		92.44		-0.16	108.71		-16.42	Total Transient ADR	112.30		102.97		9.33	103.30		8.99
0.00		0.00		0.00	48.95		-48.95	Crew ADR	71.99		57.00		14.99	52.56		19.43
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
79.00		105.00		-26.00	129.40		-50.40	Group - Corporate ADR	146.38		101.39		44.99	99.00		47.38
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
79.00		105.00		-26.00	129.40		-50.40	Total Group ADR	146.38		101.39		44.99	99.00		47.38

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Payroll & Related Expense																
3,011	1.75	7,849	2.25	-4,838	6,158	1.93	-3,147	FD/ Guest Service Reps	36,712	1.91	72,407	2.25	-35,695	75,725	2.44	-39,013
0	0.00	2,774	0.79	-2,774	545	0.17	-545	FD/Supervisor	5,161	0.27	27,291	0.85	-22,130	545	0.02	4,616
3,956	2.30	3,822	1.09	134	1,730	0.54	2,226	Executive Housekeeper	30,150	1.57	37,604	1.17	-7,454	24,462	0.79	5,688
919	0.53	2,434	0.70	-1,515	3,025	0.95	-2,106	Asst Exec Housekeeper/ Inspectress	11,241	0.58	23,946	0.74	-12,705	20,754	0.67	-9,514
3,620	2.10	19,961	5.71	-16,341	15,302	4.80	-11,682	Housekeepers	60,007	3.12	184,139	5.71	-124,132	150,854	4.85	-90,847
3,606	2.10	6,777	1.94	-3,171	3,497	1.10	109	Housemen	26,373	1.37	70,190	2.18	-43,817	42,078	1.35	-15,705
2,329	1.35	2,610	0.75	-281	2,846	0.89	-516	Laundry	11,632	0.60	24,073	0.75	-12,441	28,807	0.93	-17,175
0	0.00	4,023	1.15	-4,023	3,889	1.22	-3,889	Comp Breakfast Hostess	10,556	0.55	39,581	1.23	-29,025	40,927	1.32	-30,371
0	0.00	1,523	0.44	-1,523	1,203	0.38	-1,203	Evening Social Host	3,557	0.18	14,984	0.46	-11,427	12,424	0.40	-8,867
3,248	1.89	3,348	0.96	-100	3,073	0.96	175	Night Audit	33,943	1.76	32,940	1.02	1,003	31,339	1.01	2,604
1,695	0.99	4,059	1.16	-2,363	3,264	1.02	-1,569	Payroll Taxes	19,245	1.00	39,241	1.22	-19,995	32,820	1.06	-13,575
-634	-0.37	954	0.27	-1,588	-545	-0.17	-88	Employee Benefits	-182	-0.01	9,540	0.30	-9,722	9,373	0.30	-9,555
1,300	0.76	1,251	0.36	49	2,467	0.77	-1,167	Vacation /PTO	13,912	0.72	12,510	0.39	1,402	13,733	0.44	178
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,084	0.16	5,344	0.17	-2,260	6,809	0.22	-3,725
0	0.00	0	0.00	0	200	0.06	-200	Bonus/Incentive Pay	0	0.00	0	0.00	0	210	0.01	-210
5,864	3.41	0	0.00	5,864	0	0.00	5,864	Contract Labor- Housekeepers	18,952	0.98	0	0.00	18,952	0	0.00	18,952
28,915	16.80	61,385	17.56	-32,469	46,654	14.64	-17,739	Total P/R & R/Benefits- Rooms	284,344	14.77	593,790	18.42	-309,446	490,862	15.79	-206,518
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	245	0.07	-245	155	0.05	-155	Newspapers	622	0.03	2,257	0.07	-1,635	1,842	0.06	-1,220
1,331	0.77	11,359	3.25	-10,027	11,525	3.62	-10,193	Comp Breakfast	31,220	1.62	104,783	3.25	-73,563	107,339	3.45	-76,118
0	0.00	100	0.03	-100	234	0.07	-234	Comp Breakfast- Equipment	251	0.01	5,900	0.18	-5,649	6,708	0.22	-6,458
0	0.00	300	0.09	-300	548	0.17	-548	Rooms- Promotion	1,459	0.08	3,000	0.09	-1,541	1,409	0.05	50
0	0.00	454	0.13	-454	464	0.15	-464	Kitchen Furnishings	1,152	0.06	4,191	0.13	-3,039	3,881	0.12	-2,729
626	0.36	280	0.08	347	50	0.02	576	Laundry Supplies	1,255	0.07	2,579	0.08	-1,324	2,675	0.09	-1,420
0	0.00	1,922	0.55	-1,922	2,220	0.70	-2,220	Linen Supplies	6,189	0.32	17,733	0.55	-11,543	15,738	0.51	-9,549
1,249	0.73	2,540	0.73	-1,291	4,665	1.46	-3,416	Cable TV	12,804	0.66	25,400	0.79	-12,596	25,743	0.83	-12,939
441	0.26	441	0.13	0	441	0.14	0	HSIA Support	4,313	0.22	4,410	0.14	-97	4,410	0.14	-97
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	0	0.00	5,000	0.16	-5,000	0	0.00	0
927	0.54	2,097	0.60	-1,170	823	0.26	104	Reservations Expense	9,370	0.49	19,345	0.60	-9,974	24,805	0.80	-15,435
932	0.54	3,390	0.97	-2,458	3,012	0.95	-2,080	Guest Room Supplies	14,450	0.75	31,274	0.97	-16,823	30,040	0.97	-15,589
-491	-0.29	1,049	0.30	-1,540	1,033	0.32	-1,524	Cleaning Supplies	5,279	0.27	9,672	0.30	-4,393	9,793	0.31	-4,514
591	0.34	454	0.13	137	639	0.20	-48	Ecolab Core Supplies	3,394	0.18	4,190	0.13	-796	4,262	0.14	-868
0	0.00	3,845	1.10	-3,845	3,203	1.00	-3,203	Evening Social- Food	7,645	0.40	35,465	1.10	-27,820	32,436	1.04	-24,791
5	0.00	699	0.20	-694	776	0.24	-771	Evening Social- Beverage	1,950	0.10	6,448	0.20	-4,498	7,156	0.23	-5,206
0	0.00	25	0.01	-25	0	0.00	0	Evening Social- Equipment	253	0.01	250	0.01	3	1,051	0.03	-798
5,031	2.92	8,213	2.35	-3,183	6,708	2.10	-1,677	Travel Agents Commission	63,509	3.30	75,766	2.35	-12,258	72,507	2.33	-8,998
494	0.29	250	0.07	244	242	0.08	253	Uniforms	1,578	0.08	2,500	0.08	-922	4,540	0.15	-2,962
0	0.00	0	0.00	0	134	0.04	-134	Walk Expense	973	0.05	0	0.00	973	1,040	0.03	-67
448	0.26	0	0.00	448	0	0.00	448	COVID 19 Supplies	1,713	0.09	0	0.00	1,713	0	0.00	1,713
11,586	6.73	37,662	10.78	-26,076	36,871	11.57	-25,285	Total Operating - Rooms	169,380	8.80	360,164	11.17	-190,784	357,376	11.49	-187,996
40,501	23.53	99,047	28.34	-58,546	83,525	26.21	-43,024	Total Expenses- Rooms	453,723	23.56	953,953	29.59	-500,230	848,238	27.28	-394,514
118,514	68.86	226,677	64.86	-108,163	214,909	67.43	-96,395	Net Income- Rooms	1,684,917	87.50	2,360,603	73.22	-675,686	2,300,114	73.98	-615,197

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
 For Property: HWS Phoenix
 00- Master P&L-CAPSTONE
 As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix
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FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TELECOM																
TELEPHONE REVENUES																
25	0.00	50	0.00	-25	83	0.00	-58	Long Distance	360	0.00	500	0.00	-140	522	0.00	-162
64	0.00	192	0.00	-128	144	0.00	-79	Internet Access Fees	1,426	0.00	1,920	0.00	-494	1,793	0.00	-367
90	0.00	242	0.00	-152	227	0.00	-137	Total Phone Revenues	1,786	0.00	2,420	0.00	-634	2,315	0.00	-529
COS- Communication																
0	0.00	0	0.00	0	704	0.23	-704	COS-Local	1	0.00	0	0.00	1	6,813	0.21	-6,812
732	2,901.51	691	1,382.00	41	0	0.00	732	COS-Long Distance	7,273	2,019.04	6,910	1,382.00	363	0	0.00	7,273
1,430	2,222.22	1,400	729.17	30	1,400	975.27	30	COS-HSIA ISP	14,240	998.88	14,000	729.17	240	14,000	780.84	240
2,162	0.00	2,091	0.00	71	2,104	0.00	58	Total COS- Comm	21,514	0.00	20,910	0.00	604	20,813	0.00	701
-2,073	0.00	-1,849	0.00	-224	-1,877	0.00	-195	Gross Margin- Comm	-19,728	0.00	-18,490	0.00	-1,238	-18,497	0.00	-1,231
Operating Expenses																
100	0.00	100	0.00	0	200	0.00	-100	Equipment Cost	960	0.00	1,000	0.00	-40	1,192	0.00	-232
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	68	0.00	0	0.00	68	125	0.00	-58
100	0.00	100	0.00	0	200	0.00	-100	Total Operating - Comm	1,028	0.00	1,000	0.00	28	1,317	0.00	-289
2,173	0.00	1,949	0.00	224	2,077	0.00	95	N.I.- Comm Dept	20,756	0.00	19,490	0.00	1,266	19,814	0.00	941

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	85	1.37	-85	158	2.87	-158	Laundry/Valet	136	0.29	850	1.43	-714	876	1.49	-740
0	0.00	0	0.00	0	309	5.62	-309	Movie Income	-22	-0.05	0	0.00	-22	3,654	6.20	-3,676
0	0.00	0	0.00	0	2,620	47.58	-2,620	Gift Shop Sales	0	0.00	0	0.00	0	27,841	47.23	-27,841
101	2.47	350	5.65	-249	580	10.53	-479	Vending	4,234	8.95	3,500	5.89	734	4,824	8.18	-590
300	7.30	600	9.69	-300	450	8.17	-150	Pet Fees	6,182	13.06	6,000	10.10	182	5,620	9.53	562
0	0.00	0	0.00	0	0	0.00	0	Fax	0	0.00	0	0.00	0	0	0.00	0
75	1.82	0	0.00	75	0	0.00	75	Miscellaneous	75	0.16	0	0.00	75	-5	-0.01	80
311	7.57	300	4.85	11	0	0.00	311	Late Cancellation Income	2,682	5.67	3,000	5.05	-318	0	0.00	2,682
150	3.65	250	4.04	-100	0	0.00	150	Smoking Fee	3,344	7.07	2,500	4.21	844	2,250	3.82	1,094
1,389	33.78	1,389	22.44	0	1,389	25.22	0	Space Rental	13,890	29.35	13,890	23.38	0	13,890	23.56	0
0	0.00	0	0.00	0	0	0.00	0	Room Service	3,600	7.61	0	0.00	3,600	0	0.00	3,600
1,785	43.41	3,215	51.95	-1,430	0	0.00	1,785	Market Sales	13,204	27.90	29,662	49.93	-16,458	0	0.00	13,204
4,111	100.00	6,189	100.00	-2,078	5,507	100.00	-1,396	Total Miscellaneous Revenues	47,325	100.00	59,402	100.00	-12,077	58,949	100.00	-11,624
COSales- Miscellaneous																
0	0.00	77	90.00	-77	216	136.62	-216	COS-Laundry/Valet	113	82.93	765	90.00	-652	787	89.89	-674
568	13.82	0	0.00	568	695	12.61	-126	COS-Movies	5,380	11.37	0	0.00	5,380	5,968	10.12	-589
0	0.00	0	0.00	0	1,810	69.07	-1,810	COS-Gift Shop	0	0.00	0	0.00	0	15,565	55.91	-15,565
0	0.00	0	0.00	0	0	0.00	0	COS- Room Service	369	0.78	0	0.00	369	0	0.00	369
807	45.23	1,608	50.00	-800	0	0.00	807	COS- Market	5,412	40.99	14,831	50.00	-9,419	0	0.00	5,412
0	0.00	0	0.00	0	0	0.00	0	COS- Market Beer/Wine	1	0.00	0	0.00	1	0	0.00	1
1,376	33.46	1,684	27.21	-309	2,721	49.40	-1,345	Total COS- Miscellaneous	11,275	23.82	15,596	26.25	-4,321	22,320	37.86	-11,046
1,000	83.33	600	100.00	400	1,250	81.22	-250	Banquet Room Rental	6,713	74.63	6,000	100.00	713	8,015	82.43	-1,302
0	0.00	0	0.00	0	45	2.92	-45	Banquet Room F & B	1,352	15.03	0	0.00	1,352	432	4.44	920
0	0.00	0	0.00	0	0	0.00	0	Banquet Room AV Rental	25	0.28	0	0.00	25	200	2.06	-175
200	3.77	0	0.00	200	244	3.46	-44	Banquet Room Setup Service Charge	905	1.61	0	0.00	905	1,076	1.57	-171
1,200	100.00	600	100.00	600	1,539	100.00	-339	Total Meeting Room Revenues	8,995	100.00	6,000	100.00	2,995	9,723	100.00	-728
Cost of Sales- Meeting Room																
3,936	95.73	5,105	82.48	-1,169	4,325	78.54	-390	Total Miscellaneous Profit	45,045	95.18	49,806	83.85	-4,760	46,352	78.63	-1,306

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
6,769	4.12	6,666	2.00	103	6,558	2.15	212	General Manager	64,674	2.95	66,660	1.97	-1,986	67,808	2.11	-3,134
3,956	2.41	3,587	1.08	369	3,492	1.14	464	Assistant General Manager	36,423	1.66	34,466	1.02	1,957	24,482	0.76	11,941
0	0.00	0	0.00	0	-545	-0.18	545	Operations Manager	0	0.00	0	0.00	0	-545	-0.02	545
757	0.46	738	0.22	19	783	0.26	-26	Payroll Taxes	7,878	0.36	7,745	0.23	133	7,497	0.23	382
1,397	0.85	523	0.16	874	1,197	0.39	200	Employee Benefits	13,560	0.62	5,230	0.15	8,330	4,701	0.15	8,859
100	0.06	0	0.00	100	0	0.00	100	Vacation /PTO	7,816	0.36	0	0.00	7,816	7,227	0.22	588
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,271	0.10	0	0.00	2,271	591	0.02	1,681
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	1,666	0.08	6,450	0.19	-4,784	5,395	0.17	-3,729
12,979	7.90	11,514	3.46	1,465	11,485	3.76	1,494	Total P/R & R/B- A&G	134,289	6.12	120,551	3.57	13,738	117,157	3.64	17,133
Operating Expenses- A&G																
0	0.00	350	0.11	-350	408	0.13	-408	Employee Relations	1,704	0.08	4,050	0.12	-2,346	4,823	0.15	-3,119
2,000	1.22	2,000	0.60	0	2,000	0.65	0	Accounting Fees	20,000	0.91	20,000	0.59	0	20,000	0.62	0
1,745	1.06	1,500	0.45	245	1,114	0.36	631	Data Processing	15,594	0.71	13,036	0.39	2,558	12,361	0.38	3,233
65	0.04	300	0.09	-235	497	0.16	-432	Office Supplies	2,782	0.13	3,000	0.09	-218	4,175	0.13	-1,394
55	0.03	55	0.02	0	55	0.02	0	Muzak	532	0.02	550	0.02	-18	838	0.03	-307
0	0.00	300	0.09	-300	1,055	0.35	-1,055	Travel & Lodging	3,517	0.16	8,400	0.25	-4,883	14,211	0.44	-10,694
0	0.00	0	0.00	0	150	0.05	-150	Meals and Entertainment	30	0.00	0	0.00	30	1,242	0.04	-1,212
0	0.00	75	0.02	-75	75	0.02	-75	Telephone	188	0.01	750	0.02	-562	675	0.02	-487
300	0.18	0	0.00	300	41	0.01	259	Licenses and Permits	3,727	0.17	3,428	0.10	299	3,833	0.12	-106
51	0.03	60	0.02	-9	60	0.02	-10	Postage	673	0.03	600	0.02	73	1,105	0.03	-432
0	0.00	70	0.02	-70	0	0.00	0	Recruitment	900	0.04	1,380	0.04	-480	1,502	0.05	-602
233	0.14	180	0.05	53	169	0.06	65	Employment Screening/ Drug Testing	1,607	0.07	1,800	0.05	-193	1,799	0.06	-192
0	0.00	300	0.09	-300	423	0.14	-423	Training	2,260	0.10	2,050	0.06	210	1,045	0.03	1,215
0	0.00	0	0.00	0	0	0.00	0	Loss & Damage	0	0.00	0	0.00	0	174	0.01	-174
0	0.00	0	0.00	0	0	0.00	0	Security Service	78	0.00	0	0.00	78	8,922	0.28	-8,844
120	0.07	165	0.05	-45	150	0.05	-30	Dues/Subscriptions	1,828	0.08	1,650	0.05	178	4,060	0.13	-2,232
0	0.00	0	0.00	0	0	0.00	0	Professional Fees	0	0.00	0	0.00	0	277	0.01	-277
-8,048	-4.90	8,419	2.53	-16,467	5,414	1.77	-13,463	Credit Card Commissions	47,204	2.15	85,574	2.53	-38,370	79,044	2.46	-31,840
0	0.00	0	0.00	0	-1,275	-0.42	1,275	Cash Over/Short	-654	-0.03	0	0.00	-654	-6,854	-0.21	6,199
104	0.06	198	0.06	-94	201	0.07	-97	Equipment Rental	1,016	0.05	1,380	0.04	-364	1,452	0.05	-436
304	0.18	350	0.11	-46	437	0.14	-133	Payroll Services	4,559	0.21	3,150	0.09	1,409	5,280	0.16	-722
1,006	0.61	1,483	0.45	-477	1,481	0.48	-476	Bank Charges	12,464	0.57	14,830	0.44	-2,366	14,837	0.46	-2,373
-19	-0.01	0	0.00	-19	967	0.32	-986	Chargebacks	2,154	0.10	0	0.00	2,154	2,948	0.09	-794
915	0.56	1,000	0.30	-85	1,599	0.52	-684	Workers Comp Insurance	9,700	0.44	11,120	0.33	-1,420	12,170	0.38	-2,470
-1,170	-0.71	16,805	5.05	-17,975	15,022	4.92	-16,192	Total Operating- A&G	131,862	6.01	176,748	5.23	-44,886	189,919	5.90	-58,057
11,809	7.19	28,319	8.52	-16,510	26,507	8.68	-14,697	Total Expenses- A&G	266,151	12.13	297,300	8.80	-31,149	307,076	9.55	-40,925

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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SALES DEPARTMENT																
SALES																
P/R & R/B																
3,456	2.10	5,949	1.79	-2,493	859	0.28	2,597	Director of Sales	49,651	2.26	57,162	1.69	-7,511	33,977	1.06	15,675
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	110	0.01	0	0.00	110	173	0.01	-62
452	0.28	1,161	0.35	-709	822	0.27	-370	Revenue Management	5,992	0.27	11,609	0.34	-5,617	8,559	0.27	-2,567
0	0.00	172	0.05	-172	0	0.00	0	E Commerce Management	516	0.02	1,721	0.05	-1,205	0	0.00	516
393	0.24	451	0.14	-59	74	0.02	318	Payroll Taxes	4,013	0.18	4,563	0.13	-549	2,819	0.09	1,195
1,679	1.02	642	0.19	1,037	65	0.02	1,614	Employee Benefits	10,394	0.47	6,420	0.19	3,974	2,360	0.07	8,034
1,046	0.64	0	0.00	1,046	0	0.00	1,046	Vacation / PTO	4,324	0.20	0	0.00	4,324	0	0.00	4,324
0	0.00	0	0.00	0	0	0.00	0	Holiday	994	0.05	0	0.00	994	212	0.01	782
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	247	0.01	3,099	0.09	-2,852	2,048	0.06	-1,801
7,026	4.28	8,376	2.52	-1,349	1,821	0.60	5,205	Total P/R & R/B- Sales	76,243	3.47	84,574	2.50	-8,331	50,147	1.56	26,096
Operating Expenses- Sales																
0	0.00	20	0.01	-20	0	0.00	0	Printing & Stationary	0	0.00	200	0.01	-200	0	0.00	0
0	0.00	20	0.01	-20	0	0.00	0	Office Supplies	203	0.01	200	0.01	3	470	0.01	-267
0	0.00	25	0.01	-25	13	0.00	-13	Travel & Lodging	1,956	0.09	2,975	0.09	-1,019	5,752	0.18	-3,795
0	0.00	30	0.01	-30	13	0.00	-13	Meals & Entertainment	80	0.00	300	0.01	-220	1,150	0.04	-1,070
0	0.00	100	0.03	-100	0	0.00	0	Promotions	167	0.01	1,300	0.04	-1,133	849	0.03	-682
0	0.00	50	0.02	-50	0	0.00	0	Telephone	100	0.00	500	0.01	-400	300	0.01	-200
0	0.00	0	0.00	0	0	0.00	0	Sales Training	1,787	0.08	2,000	0.06	-213	142	0.00	1,645
-814	-0.50	0	0.00	-814	-982	-0.32	168	Dues & Subscriptions	4,202	0.19	3,071	0.09	1,131	6,806	0.21	-2,604
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	0	0.00	0	21	0.00	-21
0	0.00	0	0.00	0	200	0.07	-200	e Commerce Costs	100	0.00	400	0.01	-300	2,893	0.09	-2,793
724	0.44	450	0.14	274	1,011	0.33	-287	Brand Paid Search	8,059	0.37	4,500	0.13	3,559	8,019	0.25	40
0	0.00	0	0.00	0	0	0.00	0	Internet Advertising	0	0.00	600	0.02	-600	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Magazine Advertising	0	0.00	0	0.00	0	1,115	0.03	-1,115
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
-90	-0.05	695	0.21	-785	255	0.08	-345	Total Operating- Sales	16,655	0.76	16,771	0.50	-116	27,516	0.86	-10,861
6,936	4.22	9,071	2.73	-2,134	2,076	0.68	4,860	Total Expenses-Sales	92,898	4.23	101,345	3.00	-8,448	77,663	2.41	15,235

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
2,752	1.60	4,332	1.24	-1,580	4,343	1.36	-1,591	Chief Engineer	26,572	1.38	42,620	1.32	-16,048	45,399	1.46	-18,827
439	0.26	2,552	0.73	-2,113	1,501	0.47	-1,062	General Maintenance	8,398	0.44	25,520	0.79	-17,122	23,338	0.75	-14,940
271	0.16	454	0.13	-184	437	0.14	-167	Payroll Taxes	3,035	0.16	4,497	0.14	-1,462	4,973	0.16	-1,938
0	0.00	517	0.15	-517	551	0.17	-551	Employee Benefits	3,838	0.20	5,170	0.16	-1,332	4,869	0.16	-1,031
0	0.00	0	0.00	0	0	0.00	0	Holiday	482	0.03	0	0.00	482	1,190	0.04	-708
100	0.06	0	0.00	100	0	0.00	100	Vacation /PTO	4,912	0.26	0	0.00	4,912	4,305	0.14	607
3,562	2.07	7,855	2.25	-4,293	6,834	2.14	-3,272	Total P/R & Related Expenses- Maintenance	47,237	2.45	77,807	2.41	-30,571	84,073	2.70	-36,837
Operating Expenses- R & M																
0	0.00	280	0.08	-280	0	0.00	0	Laundry Equipment	262	0.01	2,579	0.08	-2,317	4,355	0.14	-4,093
103	0.06	979	0.28	-876	365	0.11	-262	Building Maintenance	878	0.05	9,027	0.28	-8,149	9,262	0.30	-8,384
0	0.00	280	0.08	-280	90	0.03	-90	Light Bulbs	613	0.03	2,579	0.08	-1,967	2,233	0.07	-1,620
0	0.00	175	0.05	-175	0	0.00	0	Electrical & Mechanical	451	0.02	1,612	0.05	-1,161	588	0.02	-137
0	0.00	1,049	0.30	-1,049	125	0.04	-125	HVAC	1,523	0.08	9,672	0.30	-8,149	6,874	0.22	-5,351
2,618	1.52	699	0.20	1,919	709	0.22	1,909	Plumbing & Boiler	8,515	0.44	6,448	0.20	2,067	7,763	0.25	752
84	0.05	280	0.08	-196	222	0.07	-138	Pool	2,125	0.11	2,579	0.08	-454	2,798	0.09	-672
416	0.24	850	0.24	-435	988	0.31	-573	Grounds & Landscaping	7,032	0.37	11,400	0.35	-4,368	8,584	0.28	-1,552
0	0.00	0	0.00	0	0	0.00	0	Interior Plants	248	0.01	0	0.00	248	0	0.00	248
0	0.00	0	0.00	0	0	0.00	0	Signage	1,010	0.05	0	0.00	1,010	45	0.00	965
-295	-0.17	175	0.05	-470	221	0.07	-516	Furniture & Fixtures	-2,129	-0.11	1,612	0.05	-3,741	1,430	0.05	-3,560
0	0.00	210	0.06	-210	109	0.03	-109	Painting	297	0.02	1,934	0.06	-1,638	1,085	0.03	-788
-71	-0.04	200	0.06	-271	8	0.00	-80	Carpet & Floor	101	0.01	5,300	0.16	-5,199	3,059	0.10	-2,958
0	0.00	0	0.00	0	0	0.00	0	Window Treatments	0	0.00	0	0.00	0	638	0.02	-638
0	0.00	30	0.01	-30	30	0.01	-30	Telephone	60	0.00	300	0.01	-240	295	0.01	-235
0	0.00	280	0.08	-280	550	0.17	-550	Kitchen Equipment	2,390	0.12	2,579	0.08	-189	3,479	0.11	-1,089
125	0.07	105	0.03	20	53	0.02	72	Locks & Keys	155	0.01	967	0.03	-812	1,033	0.03	-878
0	0.00	280	0.08	-280	-1,323	-0.42	1,323	Radio & TV	285	0.01	2,579	0.08	-2,295	2,877	0.09	-2,592
528	0.31	800	0.23	-272	585	0.18	-57	Exterminating	4,974	0.26	8,000	0.25	-3,026	8,835	0.28	-3,860
0	0.00	0	0.00	0	0	0.00	0	Fire & Safety	2,091	0.11	2,909	0.09	-818	8,565	0.28	-6,473
0	0.00	1,186	0.34	-1,186	300	0.09	-300	Elevator	5,189	0.27	5,944	0.18	-755	8,648	0.28	-3,459
3,507	2.04	7,854	2.25	-4,347	3,032	0.95	475	Total Operating - R & M	36,071	1.87	78,023	2.42	-41,952	82,445	2.65	-46,374
7,069	4.11	15,709	4.49	-8,641	9,866	3.10	-2,797	Total Expenses- R & M	83,307	4.33	155,830	4.83	-72,523	166,518	5.36	-83,211

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
14,131	8.21	14,911	4.27	-780	14,345	4.50	-214	Electricity	121,932	6.33	137,317	4.26	-15,385	131,820	4.24	-9,888
517	0.30	1,378	0.39	-861	593	0.19	-76	Gas	6,366	0.33	12,955	0.40	-6,589	10,872	0.35	-4,506
2,948	1.71	2,933	0.84	15	3,494	1.10	-546	Water & Sewer	35,902	1.86	33,599	1.04	2,303	31,779	1.02	4,122
1,869	1.09	1,140	0.33	729	1,045	0.33	824	Waste Removal	8,069	0.42	11,400	0.35	-3,331	11,305	0.36	-3,236
19,465	11.31	20,362	5.83	-897	19,477	6.11	-12	Total Expenses- Utilities	172,269	8.95	195,271	6.06	-23,002	185,776	5.98	-13,508

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
8,859	5.57	17,931	5.51	-9,073	16,414	5.50	-7,555	Franchise Fees/ Royalties	117,744	5.51	182,466	5.50	-64,722	173,186	5.50	-55,443
5,637	3.55	11,411	3.50	-5,773	10,445	3.50	-4,808	Advertising	74,928	3.50	116,114	3.50	-41,187	110,944	3.52	-36,016
1,594	1.00	8,241	2.53	-6,646	1,426	0.48	169	Frequent Traveler	56,309	2.63	83,858	2.53	-27,550	73,451	2.33	-17,142
502	0.32	0	0.00	502	566	0.19	-65	Brand Guest Fees	1,592	0.07	0	0.00	1,592	2,272	0.07	-681
0	0.00	0	0.00	0	982	0.33	-982	Other Franchise Cost	0	0.00	0	0.00	0	850	0.03	-850
16,592	10.43	37,583	11.54	-20,991	29,833	10.00	-13,240	Total Franchise Fees Expense	250,572	11.72	382,438	11.54	-131,866	360,703	11.46	-110,131

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
4,108	2.50	8,319	2.50	-4,211	7,637	2.50	-3,529	Management Fees	54,873	2.50	84,559	2.50	-29,686	80,453	2.50	-25,580
3,734	2.27	0	0.00	3,734	0	0.00	3,734	Management Fees- Owner	11,004	0.50	0	0.00	11,004	0	0.00	11,004
7,842	4.77	8,319	2.50	-477	7,637	2.50	205	Total Management Fees Expense	65,877	3.00	84,559	2.50	-18,682	80,453	2.50	-14,576

Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
14,205	8.64	14,205	4.27	0	13,792	4.51	414	Ground Lease	140,813	6.42	140,400	4.15	413	136,712	4.25	4,101
8,329	5.07	12,563	3.78	-4,234	8,329	2.73	0	FF & E Reserve	83,285	3.79	125,630	3.72	-42,345	100,571	3.13	-17,286
15,136	9.21	15,136	4.55	0	9,440	3.09	5,696	Real Estate Tax	151,357	6.90	151,357	4.48	0	153,619	4.78	-2,263
34	0.02	0	0.00	34	0	0.00	34	Personal Property Tax	70	0.00	0	0.00	70	0	0.00	70
5,655	3.44	5,377	1.62	278	5,135	1.68	520	Insurance	54,846	2.50	53,665	1.59	1,181	51,276	1.59	3,570
43,359	26.39	47,281	14.22	-3,923	36,695	12.01	6,663	TOTAL FIXED EXPENSES	430,370	19.61	471,051	13.94	-40,681	442,178	13.74	-11,807

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	11,187	0.51	0	0.00	11,187	5,544	0.17	5,643
38,823	23.63	0	0.00	38,823	38,823	12.71	0	Depreciation	388,230	17.69	0	0.00	388,230	388,230	12.07	0
2,963	1.80	0	0.00	2,963	2,963	0.97	0	Amortization Expense	29,630	1.35	0	0.00	29,630	29,630	0.92	0
32,798	19.96	32,498	9.77	300	32,711	10.71	87	Interest Expense	324,802	14.80	324,984	9.62	-182	327,755	10.19	-2,953
0	0.00	3,328	1.00	-3,328	3,041	1.00	-3,041	Asset Management Fee	10,339	0.47	33,824	1.00	-23,485	32,135	1.00	-21,796
0	0.00	0	0.00	0	0	0.00	0	Non Operating Income	0	0.00	0	0.00	0	-1,737	-0.05	1,737
0	0.00	0	0.00	0	0	0.00	0	Uninsured Loss	3,364	0.15	0	0.00	3,364	0	0.00	3,364
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	8,251	0.38	0	0.00	8,251	0	0.00	8,251
74,584	45.39	35,826	10.77	38,758	77,538	25.38	-2,954	Total Other	775,803	35.34	358,808	10.62	416,995	781,556	24.29	-5,753

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Company: 2536 W Beryl Phoenix dba HWS Phoenix Property: HWS Phoenix

For Property: HWS Phoenix

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
4,247		4,247		0	4,247		0	Total Rooms Available	41,785		41,785		0	41,648		137
2,003		3,617		-1,614	3,502		-1,499	Total Rooms Sold	20,147		33,145		-12,998	32,431		-12,284
47.16%		85.17%		-38.00%	82.46%		-35.30%	Occupancy %	48.22%		79.32%		-31.11%	77.87%		-29.65%
91.79		128.79		-37.00	127.62		-35.84	Average Rate	103.04		124.83		-21.79	123.24		-20.20
43.29		109.69		-66.40	105.23		-61.95	REVPAR	49.68		99.02		-49.34	95.97		-46.28
REVENUES																
183,846	97.17	465,834	96.67	-281,988	446,929	95.63	-263,083	ROOMS	2,075,892	96.99	4,137,553	96.47	-2,061,661	3,996,751	96.34	-1,920,859
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
5,354	2.83	16,022	3.33	-10,668	20,417	4.37	-15,063	MISCELLANEOUS	64,460	3.01	151,380	3.53	-86,920	152,044	3.66	-87,584
189,200	100.00	481,856	100.00	-292,656	467,346	100.00	-278,146	TOTAL REVENUES	2,140,352	100.00	4,288,932	100.00	-2,148,580	4,148,795	100.00	-2,008,443
DEPARTMENT EXPENSES																
44,167	24.02	100,979	21.68	-56,812	94,054	21.04	-49,887	ROOMS EXPENSE	524,692	25.28	974,305	23.55	-449,614	914,248	22.87	-389,557
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
1,462	27.30	3,250	20.28	-1,788	3,826	18.74	-2,364	MISCELLANEOUS EXPENSE	12,413	19.26	32,062	21.18	-19,648	38,644	25.42	-26,231
45,628	24.12	104,228	21.63	-58,600	97,880	20.94	-52,251	TOTAL DEPARTMENTAL EXPENSES	537,105	25.09	1,006,367	23.46	-469,262	952,893	22.97	-415,788
DEPARTMENTAL PROFIT																
139,680	75.98	364,855	78.32	-225,176	352,876	78.96	-213,196	ROOMS PROFIT	1,551,201	74.72	3,163,247	76.45	-1,612,047	3,082,503	77.13	-1,531,302
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
3,893	72.70	12,772	79.72	-8,880	16,591	81.26	-12,698	MISCELLANEOUS PROFIT	52,047	80.74	119,318	78.82	-67,271	113,400	74.58	-61,353
143,572	75.88	377,627	78.37	-234,055	369,467	79.06	-225,894	TOTAL DEPARTMENTAL PROFIT	1,603,247	74.91	3,282,565	76.54	-1,679,318	3,195,902	77.03	-1,592,655
19,443	10.28	34,110	7.08	-14,667	35,205	7.53	-15,762	A & G EXPENSE	259,908	12.14	347,408	8.10	-87,500	351,518	8.47	-91,609
2,214	1.17	1,810	0.38	404	1,983	0.42	231	TELECOM	20,238	0.95	18,100	0.42	2,138	18,070	0.44	2,167
8,532	4.51	13,736	2.85	-5,204	11,891	2.54	-3,359	SALES & MARKETING EXPENSES	114,263	5.34	151,198	3.53	-36,935	133,410	3.22	-19,147
22,736	12.02	53,325	11.07	-30,589	48,810	10.44	-26,074	FRANCHISE FEES	228,107	10.66	473,795	11.05	-245,689	463,764	11.18	-235,657
11,909	6.29	18,248	3.79	-6,339	19,119	4.09	-7,210	MAINTENANCE EXPENSES	94,116	4.40	164,288	3.83	-70,172	168,372	4.06	-74,256
12,769	6.75	16,634	3.45	-3,865	15,262	3.27	-2,493	UTILITIES EXPENSE	131,536	6.15	171,852	4.01	-40,316	168,013	4.05	-36,477
77,602	41.02	137,863	28.61	-60,260	132,270	28.30	-54,667	TOTAL ADMIN EXPENSES	848,167	39.63	1,326,641	30.93	-478,474	1,303,147	31.41	-454,979
65,970	34.87	239,765	49.76	-173,795	237,197	50.75	-171,227	HOUSE PROFIT	755,080	35.28	1,955,924	45.60	-1,200,844	1,892,755	45.62	-1,137,675
FIXED EXPENSES																
8,434	4.46	12,051	2.50	-3,618	11,684	2.50	-3,250	MANAGEMENT FEES	64,482	3.01	107,271	2.50	-42,789	103,829	2.50	-39,347
81,699	43.18	82,910	17.21	-1,211	79,143	16.93	2,556	FIXED EXPENSES	812,162	37.95	803,533	18.74	8,629	757,735	18.26	54,427

-24,163	-12.77	144,804	30.05	-168,966	146,370	31.32	-170,533	NET OPERATING INCOME	-121,564	-5.68	1,045,120	24.37	-1,166,684	1,031,191	24.86	-1,152,755
118,214	62.48	54,296	11.27	63,918	120,482	25.78	-2,268	Other	1,178,679	55.07	537,660	12.54	641,019	1,213,162	29.24	-34,483
-142,377	-75.25	90,508	18.78	-232,885	25,888	5.54	-168,265	N.I. after Other	-1,300,243	-60.75	507,460	11.83	-1,807,703	-181,971	-4.39	-1,118,272
-76,367		90,508		-166,875	91,898		-168,265	Cash before Depreciation/Amortization	-640,143		507,460		-1,147,603	478,129		-1,118,272

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
23,694	12.89	168,638	36.20	-144,944	151,509	33.90	-127,815	Rack/ Premium	460,491	22.18	1,355,656	32.76	-895,165	1,236,044	30.93	-775,553
15,084	8.20	71,270	15.30	-56,186	68,784	15.39	-53,700	Corporate	446,129	21.49	553,476	13.38	-107,347	516,954	12.93	-70,826
102,540	55.77	100,733	21.62	1,806	74,161	16.59	28,379	Discounts - Other	611,523	29.46	929,297	22.46	-317,774	889,988	22.27	-278,465
1,455	0.79	35,117	7.54	-33,662	33,959	7.60	-32,504	Government	139,859	6.74	303,993	7.35	-164,134	342,422	8.57	-202,563
29,474	16.03	41,805	8.97	-12,331	55,590	12.44	-26,116	Locally Negotiated Rate	294,981	14.21	472,046	11.41	-177,065	452,752	11.33	-157,771
-278	-0.15	0	0.00	-278	-566	-0.13	288	Allowances	-12,474	-0.60	0	0.00	-12,474	-7,207	-0.18	-5,266
171,969	93.54	417,564	89.64	-245,594	383,437	85.79	-211,468	Total Transient Revenue	1,940,509	93.48	3,614,468	87.36	-1,673,959	3,430,952	85.84	-1,490,444
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
11,106	6.04	48,270	10.36	-37,165	62,306	13.94	-51,201	Group- Corporate	125,529	6.05	523,085	12.64	-397,556	555,203	13.89	-429,675
11,106	6.04	48,270	10.36	-37,165	62,306	13.94	-51,201	Total Group Revenue	125,529	6.05	523,085	12.64	-397,556	555,203	13.89	-429,675
771	0.42	0	0.00	771	1,186	0.27	-415	Guaranteed No-Show	9,855	0.47	0	0.00	9,855	10,595	0.27	-740
183,846	100.00	465,834	100.00	-281,988	446,929	100.00	-263,083	Total Rooms Revenue	2,075,892	100.00	4,137,553	100.00	-2,061,661	3,996,751	100.00	-1,920,859
ROOM STATISTICS																
201	10	1,085	30	-884	1,007	29	-806	Rack/ Premium Rooms	3,328	17	9,038	27	-5,710	8,439	26	-5,111
152	8	579	16	-427	540	15	-388	Corporate Rooms	3,990	20	4,509	14	-519	4,163	13	-173
1,144	57	868	24	276	652	19	492	Discounts - Other Rooms	7,084	35	8,319	25	-1,235	7,967	25	-883
12	1	289	8	-277	275	8	-263	Government Rooms	1,184	6	2,503	8	-1,319	2,854	9	-1,670
369	18	398	11	-29	514	15	-145	Locally Negotiated Corporate Rooms	3,423	17	4,357	13	-934	4,238	13	-815
1,878	94	3,219	89	-1,341	2,988	85	-1,110	Total Transient Stats	19,009	94	28,726	87	-9,717	27,661	85	-8,652
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
125	6	398	11	-273	514	15	-389	Group- Corporate Rooms	1,138	6	4,419	13	-3,281	4,770	15	-3,632
125	6	398	11	-273	514	15	-389	Total Group Stats	1,138	6	4,419	13	-3,281	4,770	15	-3,632
2,003	100	3,617	100	-1,614	3,502	100	-1,499	TOTAL ROOM STATISTICS	20,147	100	33,145	100	-12,998	32,431	100	-12,284
Other Room Stats																
1	0	0	0	1	26	1	-25	Comp Rooms	31	0	0	0	31	114	0	-83
808	40	0	0	808	1,037	30	-229	Multiple Occupancy	6,700	33	0	0	6,700	10,789	33	-4,089
635	32	0	0	635	42	1	593	Out of Order Rooms	3,573	18	0	0	3,573	355	1	3,218
3,409	170	0	0	3,409	5,198	148	-1,789	# of Guests	30,585	152	0	0	30,585	49,882	154	-19,297

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ADR																
117.88		155.41		-37.53	150.46		-32.57	Rack/Premium ADR	138.37		150.00		-11.63	146.47		-8.10
99.24		123.15		-23.91	127.38		-28.14	Corporate ADR	111.81		122.75		-10.94	124.18		-12.37
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
89.63		116.04		-26.41	113.74		-24.11	Discount ADR	86.32		111.70		-25.38	111.71		-25.38
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
121.25		121.36		-0.11	123.49		-2.24	Government ADR	118.12		121.44		-3.32	119.98		-1.86
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
79.88		105.07		-25.20	108.15		-28.28	Local Negotiated ADR	86.18		108.34		-22.17	106.83		-20.66
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
91.57		129.71		-38.14	128.33		-36.76	Total Transient ADR	102.08		125.82		-23.74	124.04		-21.95
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
88.84		121.32		-32.48	121.22		-32.37	Group - Corporate ADR	110.31		118.38		-8.08	116.39		-6.09
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
88.84		121.32		-32.48	121.22		-32.37	Total Group ADR	110.31		118.38		-8.08	116.39		-6.09

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Payroll & Related Expense																
3,669	1.83	7,691	2.13	-4,022	7,151	2.04	-3,482	FD/ Guest Service Reps	39,880	1.98	70,474	2.13	-30,594	67,134	2.07	-27,254
4,407	2.20	3,909	1.08	498	3,795	1.08	612	Executive Housekeeper	34,647	1.72	38,015	1.15	-3,368	36,290	1.12	-1,642
0	0.00	2,301	0.64	-2,301	1,988	0.57	-1,988	Asst Exec Housekeeper/ Inspectress	4,725	0.23	22,640	0.68	-17,915	16,042	0.49	-11,317
9,191	4.59	17,043	4.71	-7,852	15,842	4.52	-6,651	Housekeepers	77,935	3.87	156,179	4.71	-78,244	154,033	4.75	-76,099
1,701	0.85	5,282	1.46	-3,581	5,209	1.49	-3,508	Housemen	30,279	1.50	51,966	1.57	-21,687	47,345	1.46	-17,065
0	0.00	3,647	1.01	-3,647	3,182	0.91	-3,182	Laundry	7,828	0.39	33,420	1.01	-25,592	28,405	0.88	-20,577
0	0.00	4,464	1.23	-4,464	4,612	1.32	-4,612	Comp Breakfast Hostess	11,136	0.55	43,920	1.33	-32,784	43,958	1.36	-32,823
0	0.00	1,177	0.33	-1,177	1,205	0.34	-1,205	Evening Social Host	2,889	0.14	11,580	0.35	-8,691	11,349	0.35	-8,460
3,542	1.77	3,308	0.91	234	3,311	0.95	231	Night Audit	32,034	1.59	32,549	0.98	-515	32,186	0.99	-152
1,843	0.92	4,391	1.21	-2,548	4,061	1.16	-2,217	Payroll Taxes	23,394	1.16	42,160	1.27	-18,766	40,009	1.23	-16,615
372	0.19	1,152	0.32	-780	1,178	0.34	-806	Employee Benefits	7,961	0.40	11,520	0.35	-3,559	10,887	0.34	-2,926
900	0.45	925	0.26	-25	1,056	0.30	-156	Vacation /PTO	36,550	1.81	9,250	0.28	27,300	9,386	0.29	27,164
0	0.00	0	0.00	0	0	0.00	0	Holiday	4,124	0.20	7,600	0.23	-3,476	8,754	0.27	-4,630
0	0.00	150	0.04	-150	0	0.00	0	Bonus/Incentive Pay	0	0.00	1,500	0.05	-1,500	200	0.01	-200
25,625	12.79	55,440	15.33	-29,815	52,589	15.02	-26,964	Total P/R & R/Benefits- Rooms	313,382	15.55	532,773	16.07	-219,391	505,978	15.60	-192,596
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	145	0.04	-145	112	0.03	-112	Newspapers	351	0.02	1,326	0.04	-975	1,244	0.04	-893
4,753	2.37	13,383	3.70	-8,630	11,277	3.22	-6,524	Comp Breakfast	51,322	2.55	122,637	3.70	-71,314	118,255	3.65	-66,932
0	0.00	250	0.07	-250	129	0.04	-129	Comp Breakfast- Equipment	416	0.02	6,000	0.18	-5,584	1,729	0.05	-1,314
0	0.00	470	0.13	-470	844	0.24	-844	Rooms- Promotion	2,165	0.11	4,309	0.13	-2,143	4,181	0.13	-2,016
0	0.00	72	0.02	-72	0	0.00	0	Guest Transportation	0	0.00	663	0.02	-663	20	0.00	-20
0	0.00	398	0.11	-398	641	0.18	-641	Kitchen Furnishings	1,649	0.08	3,646	0.11	-1,997	4,200	0.13	-2,551
0	0.00	217	0.06	-217	137	0.04	-137	Laundry Supplies	1,033	0.05	1,989	0.06	-956	2,109	0.07	-1,076
1,098	0.55	1,800	0.50	-702	1,473	0.42	-375	Linen Supplies	8,232	0.41	19,267	0.58	-11,035	15,968	0.49	-7,736
1,852	0.92	1,801	0.50	51	1,801	0.51	51	Cable TV	16,736	0.83	18,010	0.54	-1,274	17,901	0.55	-1,165
480	0.24	480	0.13	0	480	0.14	0	HSIA Support	4,698	0.23	4,795	0.14	-97	4,945	0.15	-247
0	0.00	0	0.00	0	0	0.00	0	Printing & Stationary	3,620	0.18	10,100	0.30	-6,480	1,019	0.03	2,601
1,375	0.69	2,134	0.59	-759	1,482	0.42	-107	Reservations Expense	12,623	0.63	19,556	0.59	-6,932	18,548	0.57	-5,924
2,044	1.02	3,834	1.06	-1,790	3,527	1.01	-1,483	Guest Room Supplies	18,973	0.94	35,134	1.06	-16,161	34,880	1.08	-15,907
749	0.37	687	0.19	62	851	0.24	-102	Cleaning Supplies	3,408	0.17	6,298	0.19	-2,890	6,333	0.20	-2,926
851	0.42	615	0.17	236	663	0.19	188	Ecolab Core Supplies	3,810	0.19	5,625	0.17	-1,815	5,497	0.17	-1,687
0	0.00	5,787	1.60	-5,787	4,946	1.41	-4,946	Evening Social- Food	14,302	0.71	53,032	1.60	-38,730	51,095	1.58	-36,793
0	0.00	1,085	0.30	-1,085	1,231	0.35	-1,231	Evening Social- Beverage	2,609	0.13	9,944	0.30	-7,334	9,034	0.28	-6,425
0	0.00	0	0.00	0	0	0.00	0	Evening Social- Equipment	163	0.01	0	0.00	163	90	0.00	73
4,606	2.30	12,081	3.34	-7,475	11,163	3.19	-6,557	Travel Agents Commission	61,680	3.06	110,704	3.34	-49,025	108,768	3.35	-47,089
88	0.04	300	0.08	-212	708	0.20	-620	Uniforms	545	0.03	7,000	0.21	-6,455	1,724	0.05	-1,179
0	0.00	0	0.00	0	0	0.00	0	Contract Cleaning	0	0.00	1,500	0.05	-1,500	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	0	0.00	0	0.00	0	729	0.02	-729
646	0.32	0	0.00	646	0	0.00	646	COVID 19 Supplies	2,974	0.15	0	0.00	2,974	0	0.00	2,974
18,542	9.26	45,539	12.59	-26,997	41,465	11.84	-22,923	Total Operating - Rooms	211,309	10.49	441,532	13.32	-230,223	408,270	12.59	-196,961
44,167	22.05	100,979	27.92	-56,812	94,054	26.86	-49,887	Total Expenses- Rooms	524,692	26.04	974,305	29.40	-449,614	914,248	28.19	-389,557
139,680	69.74	364,855	100.87	-225,176	352,876	100.76	-213,196	Net Income- Rooms	1,551,201	76.99	3,163,247	95.44	-1,612,047	3,082,503	95.05	-1,531,302

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

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Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree
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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

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TELECOM																
TELEPHONE REVENUES																
-3	0.00	0	0.00	-3	4	0.00	-7	Local	119	0.00	0	0.00	119	53	0.00	66
32	0.00	15	0.00	17	2	0.00	31	Long Distance	146	0.00	150	0.00	-5	115	0.00	31
267	0.00	175	0.00	92	15	0.00	252	Internet Access Fees	653	0.00	1,750	0.00	-1,097	1,503	0.00	-850
297	0.00	190	0.00	107	20	0.00	276	Total Phone Revenues	918	0.00	1,900	0.00	-982	1,671	0.00	-753
COS- Communication																
1,093	0.58	600	0.12	493	592	0.13	501	COS-Local	7,576	0.35	6,000	0.14	1,576	5,789	0.14	1,787
1,235	462.12	1,300	742.86	-65	1,311	8,826.46	-75	COS-HSIA ISP	12,421	1,900.80	13,000	742.86	-579	12,952	861.76	-532
2,329	0.00	1,900	0.00	429	1,903	0.00	426	Total COS- Comm	19,997	0.00	19,000	0.00	997	18,741	0.00	1,255
-2,032	0.00	-1,710	0.00	-322	-1,883	0.00	-149	Gross Margin- Comm	-19,079	0.00	-17,100	0.00	-1,979	-17,070	0.00	-2,009
Operating Expenses																
182	0.00	100	0.00	82	100	0.00	82	Equipment Cost	942	0.00	1,000	0.00	-58	1,000	0.00	-58
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	217	0.00	0	0.00	217	0	0.00	217
182	0.00	100	0.00	82	100	0.00	82	Total Operating - Comm	1,159	0.00	1,000	0.00	159	1,000	0.00	159
2,214	0.00	1,810	0.00	404	1,983	0.00	231	N.I.- Comm Dept	20,238	0.00	18,100	0.00	2,138	18,070	0.00	2,167

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	200	3.47	-200	410	9.71	-410	Laundry/Valet	102	0.27	2,000	3.69	-1,898	2,683	5.31	-2,582
0	0.00	0	0.00	0	2,764	65.44	-2,764	Gift Shop Sales	0	0.00	0	0.00	0	33,419	66.12	-33,419
186	3.92	340	5.89	-154	380	9.00	-194	Vending	1,938	5.10	3,400	6.28	-1,462	3,241	6.41	-1,303
2,025	42.78	0	0.00	2,025	75	1.78	1,950	Pet Fees	7,888	20.76	0	0.00	7,888	650	1.29	7,237
0	0.00	0	0.00	0	7	0.16	-7	Miscellaneous	15	0.04	0	0.00	15	108	0.21	-93
35	0.74	750	12.99	-715	588	13.92	-553	Late Cancellation Income	2,846	7.49	7,500	13.84	-4,654	7,750	15.34	-4,905
200	4.22	250	4.33	-50	0	0.00	200	Smoking Fee	2,757	7.25	2,500	4.61	257	2,688	5.32	68
1,693	35.77	2,966	51.39	-1,273	0	0.00	1,693	Market Sales	16,985	44.69	27,179	50.16	-10,194	0	0.00	16,985
595	12.57	1,266	21.93	-671	0	0.00	595	Market Sales- Beer/Wine	5,474	14.40	11,601	21.41	-6,127	0	0.00	5,474
4,734	100.00	5,772	100.00	-1,038	4,224	100.00	510	Total Miscellaneous Revenues	38,002	100.00	54,180	100.00	-16,178	50,540	100.00	-12,538
COSales- Miscellaneous																
0	0.00	180	90.00	-180	412	100.35	-412	COS-Laundry/Valet	171	167.98	1,800	90.00	-1,629	2,585	96.34	-2,414
0	0.00	0	0.00	0	1,620	58.59	-1,620	COS-Gift Shop	0	0.00	0	0.00	0	20,067	60.05	-20,067
1,266	74.74	1,483	50.00	-217	0	0.00	1,266	COS- Market	8,182	48.18	13,589	50.00	-5,407	0	0.00	8,182
114	2.41	380	6.58	-265	0	0.00	114	COS- Market Beer/Wine	1,743	4.59	3,474	6.41	-1,732	105	0.21	1,638
1,380	29.15	2,043	35.39	-663	2,031	48.09	-651	Total COS- Miscellaneous	10,096	26.57	18,864	34.82	-8,768	22,757	45.03	-12,661
Cost of Sales- Meeting Room																
551	88.80	8,000	78.05	-7,449	10,602	65.47	-10,051	Banquet Room Rental	23,139	87.45	71,300	73.35	-48,161	71,932	70.87	-48,793
70	11.20	1,900	18.54	-1,831	4,601	28.41	-4,531	Banquet Room F & B	2,644	9.99	22,400	23.05	-19,756	25,092	24.72	-22,448
0	0.00	350	3.41	-350	990	6.11	-990	Banquet Room AV Rental	675	2.55	3,500	3.60	-2,825	4,480	4.41	-3,805
620	100.00	10,250	100.00	-9,630	16,192	100.00	-15,572	Total Meeting Room Revenues	26,458	100.00	97,200	100.00	-70,742	101,504	100.00	-75,046
Cost of Sales- Meeting Room																
0	0.00	760	7.41	-760	1,172	7.24	-1,172	COS-Banquet Room F & B	878	3.32	8,960	9.22	-8,082	11,457	11.29	-10,579
82	13.16	447	4.36	-365	623	3.84	-541	COS-Banquet Room AV	1,440	5.44	4,238	4.36	-2,798	4,430	4.36	-2,990
3,893	82.23	12,772	221.28	-8,880	16,591	392.75	-12,698	Total Miscellaneous Profit	52,047	136.96	119,318	220.23	-67,271	113,400	224.38	-61,353

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
8,177	4.32	6,998	1.45	1,179	6,813	1.46	1,364	General Manager	62,525	2.92	67,856	1.58	-5,331	65,453	1.58	-2,928
3,048	1.61	3,924	0.81	-876	3,933	0.84	-885	Assistant General Manager	34,977	1.63	38,274	0.89	-3,297	35,601	0.86	-624
681	0.36	765	0.16	-83	800	0.17	-119	Payroll Taxes	9,584	0.45	8,164	0.19	1,420	7,866	0.19	1,718
1,501	0.79	1,180	0.24	321	563	0.12	939	Employee Benefits	6,235	0.29	11,800	0.28	-5,565	9,172	0.22	-2,937
688	0.36	0	0.00	688	172	0.04	516	Vacation /PTO	14,876	0.70	0	0.00	14,876	3,458	0.08	11,418
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,919	0.09	0	0.00	1,919	959	0.02	960
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	3,702	0.17	10,500	0.24	-6,798	4,941	0.12	-1,240
14,096	7.45	12,867	2.67	1,229	12,281	2.63	1,815	Total P/R & R/B- A&G	133,816	6.25	136,594	3.18	-2,778	127,450	3.07	6,366
Operating Expenses- A&G																
65	0.03	450	0.09	-385	471	0.10	-406	Employee Relations	1,614	0.08	5,050	0.12	-3,436	5,521	0.13	-3,907
2,000	1.06	2,000	0.42	0	2,000	0.43	0	Accounting Fees	20,000	0.93	20,000	0.47	0	20,000	0.48	0
2,007	1.06	1,700	0.35	307	1,847	0.40	160	Data Processing	17,924	0.84	17,070	0.40	854	18,402	0.44	-478
232	0.12	434	0.09	-202	538	0.12	-306	Office Supplies	3,096	0.14	3,977	0.09	-881	5,791	0.14	-2,695
44	0.02	44	0.01	0	44	0.01	0	Muzak	422	0.02	440	0.01	-18	537	0.01	-115
0	0.00	400	0.08	-400	324	0.07	-324	Travel & Lodging	2,803	0.13	6,250	0.15	-3,447	10,185	0.25	-7,383
0	0.00	40	0.01	-40	0	0.00	0	Meals and Entertainment	252	0.01	550	0.01	-298	374	0.01	-122
0	0.00	75	0.02	-75	150	0.03	-150	Telephone	188	0.01	750	0.02	-562	450	0.01	-262
120	0.06	150	0.03	-30	240	0.05	-120	Licenses and Permits	1,930	0.09	3,145	0.07	-1,215	3,455	0.08	-1,525
349	0.18	109	0.02	240	75	0.02	274	Postage	450	0.02	994	0.02	-545	1,229	0.03	-779
0	0.00	50	0.01	-50	0	0.00	0	Recruitment	979	0.05	1,650	0.04	-671	1,457	0.04	-478
183	0.10	200	0.04	-17	182	0.04	1	Employment Screening/ Drug Testing	1,154	0.05	2,150	0.05	-996	1,942	0.05	-789
0	0.00	150	0.03	-150	0	0.00	0	Training	1,635	0.08	3,250	0.08	-1,615	2,913	0.07	-1,278
0	0.00	0	0.00	0	1,767	0.38	-1,767	Bad Debt	0	0.00	0	0.00	0	1,767	0.04	-1,767
120	0.06	165	0.03	-45	150	0.03	-30	Dues/Subscriptions	1,247	0.06	2,910	0.07	-1,663	3,032	0.07	-1,785
-4,694	-2.48	12,244	2.54	-16,938	10,917	2.34	-15,611	Credit Card Commissions	42,970	2.01	108,987	2.54	-66,017	104,881	2.53	-61,910
2,779	1.47	0	0.00	2,779	278	0.06	2,501	Cash Over/Short	1,034	0.05	0	0.00	1,034	459	0.01	574
0	0.00	55	0.01	-55	111	0.02	-111	Equipment Rental	111	0.01	550	0.01	-439	482	0.01	-371
271	0.14	500	0.10	-229	499	0.11	-228	Payroll Services	4,736	0.22	6,850	0.16	-2,114	7,394	0.18	-2,658
1,117	0.59	1,210	0.25	-93	1,424	0.30	-308	Bank Charges	12,678	0.59	12,100	0.28	578	14,631	0.35	-1,952
-100	-0.05	0	0.00	-100	156	0.03	-256	Chargebacks	734	0.03	0	0.00	734	4,814	0.12	-4,080
855	0.45	1,268	0.26	-413	1,752	0.37	-897	Workers Comp Insurance	10,136	0.47	14,140	0.33	-4,004	14,353	0.35	-4,217
5,347	2.83	21,244	4.41	-15,896	22,924	4.91	-17,577	Total Operating- A&G	126,092	5.89	210,814	4.92	-84,722	224,068	5.40	-97,976
19,443	10.28	34,110	7.08	-14,667	35,205	7.53	-15,762	Total Expenses- A&G	259,908	12.14	347,408	8.10	-87,500	351,518	8.47	-91,609

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SALES DEPARTMENT																
SALES																
P/R & R/B																
6,030	3.19	5,439	1.13	591	5,280	1.13	749	Director of Sales	49,265	2.30	52,892	1.23	-3,627	48,569	1.17	696
0	0.00	0	0.00	0	0	0.00	0	Sales Manager	87	0.00	0	0.00	87	160	0.00	-73
562	0.30	1,412	0.29	-851	1,101	0.24	-539	Revenue Management	7,443	0.35	14,122	0.33	-6,679	11,489	0.28	-4,047
0	0.00	172	0.04	-172	0	0.00	0	E Commerce Management	516	0.02	1,721	0.04	-1,205	0	0.00	516
351	0.19	2,655	0.55	-2,304	1,447	0.31	-1,096	Sales Coordinator	7,199	0.34	26,124	0.61	-18,925	21,234	0.51	-14,035
393	0.21	677	0.14	-284	444	0.10	-51	Payroll Taxes	4,545	0.21	6,840	0.16	-2,295	5,924	0.14	-1,380
994	0.53	1,125	0.23	-131	986	0.21	8	Employee Benefits	10,107	0.47	11,250	0.26	-1,143	10,190	0.25	-84
150	0.08	0	0.00	150	0	0.00	150	Vacation / PTO	14,371	0.67	0	0.00	14,371	1,641	0.04	12,731
0	0.00	0	0.00	0	0	0.00	0	Holiday	1,708	0.08	0	0.00	1,708	1,401	0.03	307
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	2,028	0.09	2,850	0.07	-822	3,612	0.09	-1,584
8,480	4.48	11,481	2.38	-3,001	9,258	1.98	-778	Total P/R & R/B- Sales	97,268	4.54	115,799	2.70	-18,531	104,221	2.51	-6,953
Operating Expenses- Sales																
0	0.00	40	0.01	-40	0	0.00	0	Printing & Stationary	-48	0.00	160	0.00	-208	114	0.00	-162
0	0.00	30	0.01	-30	0	0.00	0	Office Supplies	243	0.01	315	0.01	-72	205	0.00	39
0	0.00	100	0.02	-100	48	0.01	-48	Travel & Lodging	1,509	0.07	3,400	0.08	-1,891	2,268	0.05	-759
0	0.00	100	0.02	-100	13	0.00	-13	Meals & Entertainment	206	0.01	1,000	0.02	-794	281	0.01	-74
0	0.00	200	0.04	-200	65	0.01	-65	Promotions	162	0.01	2,200	0.05	-2,038	1,896	0.05	-1,734
0	0.00	50	0.01	-50	50	0.01	-50	Telephone	100	0.00	500	0.01	-400	500	0.01	-400
0	0.00	40	0.01	-40	0	0.00	0	Postage	0	0.00	80	0.00	-80	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Sales Training	1,787	0.08	2,375	0.06	-588	217	0.01	1,570
-619	-0.33	0	0.00	-619	0	0.00	-619	Dues & Subscriptions	6,247	0.29	8,929	0.21	-2,682	8,155	0.20	-1,908
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	150	0.00	-150	21	0.00	-21
0	0.00	0	0.00	0	388	0.08	-388	Display Advertising	0	0.00	0	0.00	0	388	0.01	-388
0	0.00	100	0.02	-100	200	0.04	-200	e Commerce Costs	250	0.01	1,000	0.02	-750	1,785	0.04	-1,535
671	0.35	1,595	0.33	-923	1,869	0.40	-1,198	Brand Paid Search	6,537	0.31	14,165	0.33	-7,628	13,330	0.32	-6,793
0	0.00	0	0.00	0	0	0.00	0	Program Costs	0	0.00	725	0.02	-725	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Collateral	0	0.00	400	0.01	-400	30	0.00	-30
52	0.03	2,255	0.47	-2,203	2,633	0.56	-2,581	Total Operating- Sales	16,995	0.79	35,399	0.83	-18,405	29,189	0.70	-12,195
8,532	4.51	13,736	2.85	-5,204	11,891	2.54	-3,359	Total Expenses-Sales	114,263	5.34	151,198	3.53	-36,935	133,410	3.22	-19,147

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

00- Master P&L-CAPSTONE

As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	4,142	1.15	-4,142	3,113	0.89	-3,113	Chief Engineer	11,482	0.57	40,396	1.22	-28,914	34,826	1.07	-23,344
3,013	1.50	2,841	0.79	172	3,694	1.05	-682	General Maintenance	23,030	1.14	27,951	0.84	-4,921	40,784	1.26	-17,754
203	0.10	594	0.16	-391	657	0.19	-455	Payroll Taxes	3,599	0.18	5,897	0.18	-2,298	6,807	0.21	-3,208
138	0.07	513	0.14	-375	459	0.13	-321	Employee Benefits	2,986	0.15	5,130	0.15	-2,144	4,614	0.14	-1,627
0	0.00	0	0.00	0	0	0.00	0	Holiday	803	0.04	1,027	0.03	-225	1,424	0.04	-621
100	0.05	0	0.00	100	1,596	0.46	-1,496	Vacation /PTO	10,196	0.51	0	0.00	10,196	4,989	0.15	5,206
3,453	1.72	8,090	2.24	-4,637	9,519	2.72	-6,066	Total P/R & Related Expenses- Maintenance	52,096	2.59	80,401	2.43	-28,305	93,443	2.88	-41,347
Operating Expenses- R & M																
458	0.23	289	0.08	169	96	0.03	362	Auto Expense	1,002	0.05	3,447	0.10	-2,445	3,047	0.09	-2,046
1,045	0.52	326	0.09	719	513	0.15	532	Laundry Equipment	2,528	0.13	2,983	0.09	-455	3,117	0.10	-589
1,831	0.91	470	0.13	1,361	197	0.06	1,634	Building Maintenance	3,784	0.19	4,309	0.13	-525	2,948	0.09	836
169	0.08	326	0.09	-156	185	0.05	-15	Light Bulbs	1,657	0.08	4,978	0.15	-3,321	2,746	0.08	-1,090
813	0.41	326	0.09	487	692	0.20	121	Electrical & Mechanical	1,785	0.09	2,983	0.09	-1,198	2,635	0.08	-850
0	0.00	470	0.13	-470	0	0.00	0	HVAC	86	0.00	4,309	0.13	-4,223	2,896	0.09	-2,811
254	0.13	687	0.19	-433	639	0.18	-385	Plumbing & Boiler	1,615	0.08	6,298	0.19	-4,683	5,964	0.18	-4,349
207	0.10	800	0.22	-593	19	0.01	187	Pool	3,461	0.17	6,550	0.20	-3,089	4,607	0.14	-1,146
0	0.00	1,700	0.47	-1,700	972	0.28	-972	Grounds & Landscaping	2,916	0.14	12,676	0.38	-9,760	13,344	0.41	-10,428
0	0.00	500	0.14	-500	793	0.23	-793	Furniture & Fixtures	1,357	0.07	7,924	0.24	-6,567	4,083	0.13	-2,726
0	0.00	72	0.02	-72	0	0.00	0	Painting	0	0.00	663	0.02	-663	323	0.01	-323
0	0.00	362	0.10	-362	1,513	0.43	-1,513	Carpet & Floor	9	0.00	3,809	0.11	-3,800	2,501	0.08	-2,492
0	0.00	0	0.00	0	0	0.00	0	Window Treatments	0	0.00	0	0.00	0	54	0.00	-54
0	0.00	0	0.00	0	0	0.00	0	Training	0	0.00	500	0.02	-500	0	0.00	0
30	0.01	31	0.01	-1	32	0.01	-2	Telephone	304	0.02	310	0.01	-6	303	0.01	2
0	0.00	200	0.06	-200	538	0.15	-538	Kitchen Equipment	166	0.01	2,000	0.06	-1,834	1,562	0.05	-1,397
0	0.00	36	0.01	-36	63	0.02	-63	Locks & Keys	0	0.00	331	0.01	-331	529	0.02	-529
0	0.00	167	0.05	-167	0	0.00	0	Radio & TV	0	0.00	1,665	0.05	-1,665	1,114	0.03	-1,114
624	0.31	277	0.08	347	1,671	0.48	-1,047	Exterminating	4,533	0.22	4,148	0.13	385	8,241	0.25	-3,709
0	0.00	0	0.00	0	0	0.00	0	Maintenance Contracts	0	0.00	0	0.00	0	770	0.02	-770
247	0.12	215	0.06	32	209	0.06	38	Equipment Rental	2,270	0.11	2,152	0.06	118	1,706	0.05	564
2,366	1.18	2,500	0.69	-134	1,064	0.30	1,302	Fire & Safety	9,861	0.49	7,800	0.24	2,061	8,454	0.26	1,407
414	0.21	405	0.11	9	405	0.12	9	Elevator	4,688	0.23	4,053	0.12	635	3,985	0.12	703
8,457	4.22	10,159	2.81	-1,702	9,600	2.74	-1,143	Total Operating - R & M	42,020	2.09	83,887	2.53	-41,867	74,930	2.31	-32,910
11,909	5.95	18,248	5.05	-6,339	19,119	5.46	-7,210	Total Expenses- R & M	94,116	4.67	164,288	4.96	-70,172	168,372	5.19	-74,256

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
5,782	2.89	8,200	2.27	-2,418	7,281	2.08	-1,499	Electricity	68,532	3.40	88,400	2.67	-19,868	84,905	2.62	-16,373
1,084	0.54	1,865	0.52	-781	1,085	0.31	-1	Gas	11,572	0.57	18,235	0.55	-6,663	18,187	0.56	-6,615
5,494	2.74	5,899	1.63	-405	6,226	1.78	-732	Water & Sewer	46,344	2.30	57,872	1.75	-11,528	56,966	1.76	-10,622
408	0.20	670	0.19	-262	670	0.19	-261	Waste Removal	5,088	0.25	7,345	0.22	-2,257	7,955	0.25	-2,866
12,769	6.37	16,634	4.60	-3,865	15,262	4.36	-2,493	Total Expenses- Utilities	131,536	6.53	171,852	5.18	-40,316	168,013	5.18	-36,477

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Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
10,255	5.58	25,662	5.51	-15,407	24,613	5.51	-14,358	Franchise Fees/ Royalties	113,956	5.49	227,978	5.51	-114,022	220,221	5.51	-106,265
6,526	3.55	16,330	3.51	-9,804	15,663	3.50	-9,137	Advertising	72,517	3.49	145,077	3.51	-72,560	140,299	3.51	-67,782
5,954	3.24	11,257	2.42	-5,303	8,534	1.91	-2,579	Frequent Traveler	41,634	2.01	99,991	2.42	-58,357	102,851	2.57	-61,217
0	0.00	75	0.02	-75	0	0.00	0	Brand Guest Fees	0	0.00	750	0.02	-750	736	0.02	-736
0	0.00	0	0.00	0	0	0.00	0	Other Franchise Cost	0	0.00	0	0.00	0	-344	-0.01	344
22,736	12.37	53,325	11.45	-30,589	48,810	10.92	-26,074	Total Franchise Fees Expense	228,107	10.99	473,795	11.45	-245,689	463,764	11.60	-235,657

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Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
4,730	2.50	12,051	2.50	-7,321	11,684	2.50	-6,954	Management Fees	53,508	2.50	107,271	2.50	-53,763	103,829	2.50	-50,321
3,704	1.96	0	0.00	3,704	0	0.00	3,704	Management Fees- Owner	10,974	0.51	0	0.00	10,974	0	0.00	10,974
8,434	4.46	12,051	2.50	-3,618	11,684	2.50	-3,250	Total Management Fees Expense	64,482	3.01	107,271	2.50	-42,789	103,829	2.50	-39,347

Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
39,776	21.02	39,776	8.25	0	38,711	8.28	1,065	Ground Lease	394,563	18.43	393,498	9.17	1,065	384,002	9.26	10,560
17,743	9.38	19,282	4.00	-1,538	17,743	3.80	0	FF & E Reserve	177,435	8.29	171,633	4.00	5,802	178,760	4.31	-1,325
17,891	9.46	17,891	3.71	0	16,137	3.45	1,754	Real Estate Tax	178,905	8.36	178,905	4.17	0	137,091	3.30	41,815
786	0.42	786	0.16	0	1,606	0.34	-820	Personal Property Tax	7,862	0.37	7,862	0.18	0	8,390	0.20	-529
5,504	2.91	5,176	1.07	328	4,946	1.06	558	Insurance	53,397	2.49	51,635	1.20	1,762	49,492	1.19	3,905
81,699	43.18	82,910	17.21	-1,211	79,143	16.93	2,556	TOTAL FIXED EXPENSES	812,162	37.95	803,533	18.74	8,629	757,735	18.26	54,427

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Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	12,697	0.59	0	0.00	12,697	3,732	0.09	8,965
61,717	32.62	0	0.00	61,717	61,717	13.21	0	Depreciation	617,170	28.83	0	0.00	617,170	617,170	14.88	0
4,293	2.27	0	0.00	4,293	4,293	0.92	0	Amortization Expense	42,930	2.01	0	0.00	42,930	42,930	1.03	0
49,475	26.15	49,475	10.27	0	49,799	10.66	-324	Interest Expense	494,021	23.08	494,751	11.54	-730	498,970	12.03	-4,949
0	0.00	4,820	1.00	-4,820	4,673	1.00	-4,673	Asset Management Fee	7,348	0.34	42,908	1.00	-35,560	41,487	1.00	-34,139
2,729	1.44	0	0.00	2,729	0	0.00	2,729	Extraordinary Expenses	4,513	0.21	0	0.00	4,513	8,873	0.21	-4,360
118,214	62.48	54,296	11.27	63,918	120,482	25.78	-2,268	Total Other	1,178,679	55.07	537,660	12.54	641,019	1,213,162	29.24	-34,483

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Company: 5400 Raleigh Crabtree dba HWS Raleigh Crabtree Property: HWS Raleigh Crabtree

For Property: HWS Raleigh Crabtree

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
SUMMARY																
3,162		3,162		0	3,162		0	Total Rooms Available	31,110		31,110		0	31,008		102
94		1,890		-1,796	1,890		-1,796	Total Rooms Sold	7,914		21,045		-13,131	20,366		-12,452
2.97%		59.77%		-56.80%	59.77%		-56.80%	Occupancy %	25.44%		67.65%		-42.21%	65.68%		-40.24%
58.22		86.97		-28.76	86.99		-28.77	Average Rate	154.23		125.53		28.71	126.30		27.93
1.73		51.99		-50.26	51.99		-50.26	REVPAR	39.24		84.92		-45.68	82.95		-43.72
REVENUES																
5,472	97.19	164,382	97.63	-158,910	164,406	97.89	-158,934	ROOMS	1,220,606	97.31	2,641,754	98.03	-1,421,148	2,572,211	97.95	-1,351,604
0	0.00	0	0.00	0	0	0.00	0	FOOD	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE	0	0.00	0	0.00	0	0	0.00	0
158	2.81	3,988	2.37	-3,830	3,549	2.11	-3,391	MISCELLANEOUS	33,693	2.69	52,971	1.97	-19,278	53,767	2.05	-20,074
5,630	100.00	168,370	100.00	-162,740	167,956	100.00	-162,325	TOTAL REVENUES	1,254,300	100.00	2,694,725	100.00	-1,440,425	2,625,978	100.00	-1,371,678
DEPARTMENT EXPENSES																
5,858	107.04	57,508	34.98	-51,650	52,662	32.03	-46,804	ROOMS EXPENSE	266,231	21.81	624,329	23.63	-358,098	587,168	22.83	-320,937
0	0.00	0	0.00	0	0	0.00	0	FOOD EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE EXPENSE	0	0.00	0	0.00	0	0	0.00	0
0	0.00	1,368	34.31	-1,368	798	22.49	-798	MISCELLANEOUS EXPENSE	6,710	19.91	15,223	28.74	-8,513	15,466	28.77	-8,757
5,858	104.04	58,876	34.97	-53,018	53,460	31.83	-47,602	TOTAL DEPARTMENTAL EXPENSES	272,941	21.76	639,552	23.73	-366,612	602,634	22.95	-329,694
DEPARTMENTAL PROFIT																
-386	-7.04	106,874	65.02	-107,260	111,744	67.97	-112,130	ROOMS PROFIT	954,375	78.19	2,017,425	76.37	-1,063,050	1,985,043	77.17	-1,030,667
0	0.00	0	0.00	0	0	0.00	0	FOOD PROFIT	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	BEVERAGE PROFIT	0	0.00	0	0.00	0	0	0.00	0
158	100.00	2,620	65.69	-2,462	2,751	77.51	-2,593	MISCELLANEOUS PROFIT	26,984	80.09	37,748	71.26	-10,764	38,300	71.23	-11,317
-228	-4.04	109,494	65.03	-109,722	114,496	68.17	-114,723	TOTAL DEPARTMENTAL PROFIT	981,359	78.24	2,055,173	76.27	-1,073,814	2,023,343	77.05	-1,041,984
11,277	200.29	23,390	13.89	-12,113	21,275	12.67	-9,998	A & G EXPENSE	194,129	15.48	264,474	9.81	-70,345	260,679	9.93	-66,550
2,142	38.05	1,917	1.14	225	2,033	1.21	110	TELECOM	20,923	1.67	19,145	0.71	1,778	18,725	0.71	2,198
6,141	109.08	9,954	5.91	-3,813	9,205	5.48	-3,064	SALES & MARKETING EXPENSES	61,372	4.89	84,437	3.13	-23,065	79,512	3.03	-18,139
3,237	57.50	18,549	11.02	-15,312	19,668	11.71	-16,431	FRANCHISE FEES	155,455	12.39	300,498	11.15	-145,043	291,132	11.09	-135,677
2,731	48.50	10,103	6.00	-7,372	8,524	5.08	-5,794	MAINTENANCE EXPENSES	51,476	4.10	108,329	4.02	-56,853	95,803	3.65	-44,327
5,722	101.63	10,814	6.42	-5,092	13,246	7.89	-7,524	UTILITIES EXPENSE	73,936	5.89	122,374	4.54	-48,438	125,618	4.78	-51,682
31,251	555.06	74,727	44.38	-43,475	73,951	44.03	-42,700	TOTAL ADMIN EXPENSES	557,292	44.43	899,257	33.37	-341,965	871,469	33.19	-314,177
-31,479	-559.10	34,767	20.65	-66,246	40,544	24.14	-72,023	HOUSE PROFIT	424,067	33.81	1,155,916	42.90	-731,849	1,151,874	43.86	-727,807
FIXED EXPENSES																
3,854	68.46	4,212	2.50	-357	4,199	2.50	-345	MANAGEMENT FEES	42,343	3.38	67,394	2.50	-25,051	65,653	2.50	-23,310
48,780	866.38	46,964	27.89	1,816	46,933	27.94	1,847	FIXED EXPENSES	473,669	37.76	505,370	18.75	-31,701	468,675	17.85	4,994

-84,113	-1,493.94	-16,408	-9.75	-67,705	-10,588	-6.30	-73,525	NET OPERATING INCOME	-91,945	-7.33	583,152	21.64	-675,097	617,547	23.52	-709,491
76,374	1,356.49	22,057	13.10	54,317	74,791	44.53	1,583	Other	799,334	63.73	230,679	8.56	568,655	777,240	29.60	22,094
-160,487	-2,850.43	-38,465	-22.85	-122,022	-85,379	-50.83	-75,108	N.I. after Other	-891,279	-71.06	352,473	13.08	-1,243,752	-159,694	-6.08	-731,585
-107,881		-38,465		-69,416	-32,773		-75,108	Cash before Depreciation/Amortization	-365,219		352,473		-717,692	366,366		-731,585

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
ROOMS DEPARTMENT																
ROOMS REVENUE																
1,403	25.65	70,081	42.63	-68,678	70,314	42.77	-68,911	Rack/ Premium	420,775	34.47	887,670	33.60	-466,895	878,886	34.17	-458,111
2,065	37.73	58,741	35.73	-56,676	59,235	36.03	-57,170	Discounts - Other	308,255	25.25	824,199	31.20	-515,943	795,050	30.91	-486,794
0	0.00	4,234	2.58	-4,234	3,716	2.26	-3,716	Government	47,674	3.91	118,370	4.48	-70,696	118,043	4.59	-70,369
2,211	40.40	26,347	16.03	-24,136	26,850	16.33	-24,639	Locally Negotiated Rate	169,414	13.88	443,194	16.78	-273,780	432,806	16.83	-263,392
-207	-3.78	0	0.00	-207	-1,303	-0.79	1,096	Allowances	-17,122	-1.40	0	0.00	-17,122	-21,234	-0.83	4,113
0	0.00	69	0.04	-69	88	0.05	-88	Redemption Revenue	64,103	5.25	96,701	3.66	-32,598	100,675	3.91	-36,572
5,472	100.00	159,472	97.01	-154,000	158,901	96.65	-153,429	Total Transient Revenue	993,100	81.36	2,370,134	89.72	-1,377,035	2,304,225	89.58	-1,311,126
0	0.00	0	0.00	0	0	0.00	0	Total Base Revenues	0	0.00	0	0.00	0	0	0.00	0
0	0.00	4,910	2.99	-4,910	4,553	2.77	-4,553	Group- Corporate	218,761	17.92	271,620	10.28	-52,859	256,875	9.99	-38,114
0	0.00	4,910	2.99	-4,910	4,553	2.77	-4,553	Total Group Revenue	218,761	17.92	271,620	10.28	-52,859	256,875	9.99	-38,114
0	0.00	0	0.00	0	952	0.58	-952	Guaranteed No-Show	8,746	0.72	0	0.00	8,746	11,110	0.43	-2,365
5,472	100.00	164,382	100.00	-158,910	164,406	100.00	-158,934	Total Rooms Revenue	1,220,606	100.00	2,641,754	100.00	-1,421,148	2,572,211	100.00	-1,351,604
ROOM STATISTICS																
19	20	680	36	-661	679	36	-660	Rack/ Premium Rooms	2,026	26	5,915	28	-3,889	5,845	29	-3,819
46	49	794	42	-748	800	42	-754	Discounts - Other Rooms	2,842	36	8,460	40	-5,618	8,122	40	-5,280
0	0	38	2	-38	33	2	-33	Government Rooms	273	3	771	4	-498	774	4	-501
29	31	321	17	-292	326	17	-297	Locally Negotiated Corporate Rooms	1,174	15	3,899	19	-2,725	3,756	18	-2,582
94	100	1,833	97	-1,739	1,838	97	-1,744	Total Transient Stats	6,315	80	19,045	90	-12,730	18,497	91	-12,182
0	0	0	0	0	0	0	0	Total Crew Stats	0	0	0	0	0	0	0	0
0	0	57	3	-57	52	3	-52	Group- Corporate Rooms	1,599	20	2,000	10	-401	1,869	9	-270
0	0	57	3	-57	52	3	-52	Total Group Stats	1,599	20	2,000	10	-401	1,869	9	-270
94	100	1,890	100	-1,796	1,890	100	-1,796	TOTAL ROOM STATISTICS	7,914	100	21,045	100	-13,131	20,366	100	-12,452
Other Room Stats																
0	0	0	0	0	8	0	-8	Comp Rooms	55	1	0	0	55	63	0	-8
38	40	0	0	38	1,187	63	-1,149	Single Occupancy	3,772	48	0	0	3,772	12,238	60	-8,466
9	10	0	0	9	467	25	-458	Multiple Occupancy	1,392	18	0	0	1,392	5,845	29	-4,453
0	0	0	0	0	11	1	-11	GNS Stats	114	1	0	0	114	89	0	25
155	165	0	0	155	138	7	17	Out of Order Rooms	1,975	25	0	0	1,975	816	4	1,159
161	171	0	0	161	3,862	204	-3,701	# of Guests	14,639	185	0	0	14,639	43,698	215	-29,059

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ADR																
73.86		103.00		-29.14	103.56		-29.69	Rack/Premium ADR	207.69		150.07		57.61	150.37		57.32
0.00		0.00		0.00	0.00		0.00	Corporate ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract - Airline ADR	0		0		0	0		0
44.89		74.00		-29.11	74.04		-29.16	Discount ADR	108.46		97.42		11.04	97.89		10.58
0.00		0.00		0.00	0.00		0.00	Distressed Passengers ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	AARP ADR	0		0		0	0		0
0.00		112.00		-112.00	112.61		-112.61	Government ADR	174.63		153.50		21.13	152.51		22.12
0.00		0.00		0.00	0.00		0.00	AAA ADR	0.00		0.00		0.00	0.00		0.00
76.24		82.00		-5.76	82.36		-6.12	Local Negotiated ADR	144.30		113.67		30.63	115.23		29.07
0.00		0.00		0.00	0.00		0.00	Packages ADR	0.00		0.00		0.00	0.00		0.00
0.00		0.00		0.00	0.00		0.00	Wholesale/FIT ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Internet ADR	0		0		0	0		0
0		0		0	0		0	Tax Exempt - Transient ADR	0		0		0	0		0
58.22		86.99		-28.77	86.45		-28.24	Total Transient ADR	157.26		124.45		32.81	124.57		32.69
0.00		0.00		0.00	0.00		0.00	Crew ADR	0.00		0.00		0.00	0.00		0.00
0		0		0	0		0	Contract ADR	0		0		0	0		0
0.00		0.00		0.00	0.00		0.00	Group - SMERF ADR	0.00		0.00		0.00	0.00		0.00
0.00		86.60		-86.60	87.56		-87.56	Group - Corporate ADR	136.81		135.81		1.00	137.44		-0.63
0		0		0	0		0	Group - Government ADR	0		0		0	0		0
0		0		0	0		0	Group - Tour ADR	0		0		0	0		0
0		0		0	0		0	Group- Association ADR	0		0		0	0		0
0		0		0	0		0	Group - Tax Exempt ADR	0		0		0	0		0
0.00		86.60		-86.60	87.56		-87.56	Total Group ADR	136.81		135.81		1.00	137.44		-0.63

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Payroll & Related Expense																
0	0.00	7,115	3.76	-7,115	5,589	2.96	-5,589	FD/ Guest Service Reps	21,322	2.69	68,303	3.25	-46,981	58,728	2.88	-37,405
2,207	23.48	2,519	1.33	-312	1,791	0.95	416	Executive Housekeeper	21,555	2.72	24,785	1.18	-3,230	22,343	1.10	-788
0	0.00	1,890	1.00	-1,890	2,759	1.46	-2,759	Asst Exec Housekeeper/ Inspectress	6,829	0.86	21,045	1.00	-14,216	22,293	1.09	-15,464
175	1.86	9,568	5.06	-9,393	9,033	4.78	-8,858	Housekeepers	35,268	4.46	106,926	5.08	-71,658	104,363	5.12	-69,095
11	0.12	2,481	1.31	-2,470	1,488	0.79	-1,477	Housemen	4,650	0.59	27,350	1.30	-22,700	20,412	1.00	-15,762
0	0.00	2,885	1.53	-2,885	2,242	1.19	-2,242	Laundry	12,161	1.54	32,386	1.54	-20,225	27,261	1.34	-15,100
0	0.00	2,588	1.37	-2,588	681	0.36	-681	Comp Breakfast Hostess	5,485	0.69	25,560	1.21	-20,075	18,435	0.91	-12,950
0	0.00	3,274	1.73	-3,274	3,092	1.64	-3,092	Night Audit	11,308	1.43	32,210	1.53	-20,902	33,779	1.66	-22,470
441	4.69	2,724	1.44	-2,283	3,241	1.71	-2,800	Payroll Taxes	11,548	1.46	29,258	1.39	-17,710	28,074	1.38	-16,526
-1,963	-20.88	1,565	0.83	-3,528	1,655	0.88	-3,617	Employee Benefits	8,106	1.02	15,650	0.74	-7,544	17,338	0.85	-9,232
4,256	45.28	900	0.48	3,356	2,917	1.54	1,339	Vacation /PTO	23,882	3.02	9,000	0.43	14,882	13,005	0.64	10,876
0	0.00	0	0.00	0	0	0.00	0	Holiday	3,292	0.42	4,888	0.23	-1,596	4,890	0.24	-1,598
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	50	0.01	4,350	0.21	-4,300	4,001	0.20	-3,951
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Housekeepers	10,148	1.28	0	0.00	10,148	0	0.00	10,148
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Houseperson	1,134	0.14	0	0.00	1,134	0	0.00	1,134
0	0.00	0	0.00	0	0	0.00	0	Contract Labor- Laundry	6,607	0.83	0	0.00	6,607	0	0.00	6,607
5,128	54.55	37,509	19.85	-32,381	34,488	18.25	-29,360	Total P/R & R/Benefits- Rooms	183,345	23.17	401,711	19.09	-218,366	374,922	18.41	-191,577
ROOMS DEPARTMENT																
OPERATING EXPENSE																
0	0.00	95	0.05	-95	80	0.04	-80	Newspapers	238	0.03	1,052	0.05	-815	823	0.04	-585
0	0.00	8,883	4.70	-8,883	7,688	4.07	-7,688	Comp Breakfast	29,254	3.70	96,137	4.57	-66,884	91,357	4.49	-62,104
0	0.00	38	0.02	-38	0	0.00	0	Comp Breakfast- Equipment	216	0.03	421	0.02	-205	447	0.02	-231
0	0.00	0	0.00	0	0	0.00	0	Rooms- Promotion	0	0.00	0	0.00	0	75	0.00	-75
0	0.00	38	0.02	-38	127	0.07	-127	Laundry Supplies	318	0.04	421	0.02	-103	318	0.02	0
0	0.00	1,040	0.55	-1,040	1,017	0.54	-1,017	Linen Supplies	4,784	0.60	11,575	0.55	-6,791	12,004	0.59	-7,221
0	0.00	1,420	0.75	-1,420	1,309	0.69	-1,309	Cable TV	5,521	0.70	14,200	0.67	-8,679	15,890	0.78	-10,369
255	2.71	765	0.40	-510	765	0.40	-510	HSIA Support	2,632	0.33	4,260	0.20	-1,628	3,060	0.15	-428
183	1.95	302	0.16	-119	386	0.20	-202	Reservations Expense	2,593	0.33	3,367	0.16	-774	3,494	0.17	-901
0	0.00	1,890	1.00	-1,890	2,305	1.22	-2,305	Guest Room Supplies	9,829	1.24	21,045	1.00	-11,216	21,011	1.03	-11,182
227	2.41	454	0.24	-227	571	0.30	-344	Cleaning Supplies	3,070	0.39	5,051	0.24	-1,981	4,859	0.24	-1,789
0	0.00	340	0.18	-340	1,525	0.81	-1,525	Ecolab Core Supplies	2,080	0.26	3,787	0.18	-1,707	4,426	0.22	-2,346
65	0.69	4,535	2.40	-4,470	2,174	1.15	-2,109	Travel Agents Commission	18,377	2.32	58,002	2.76	-39,625	53,008	2.60	-34,631
0	0.00	200	0.11	-200	227	0.12	-227	Uniforms	2,938	0.37	3,300	0.16	-362	1,474	0.07	1,464
0	0.00	0	0.00	0	0	0.00	0	Walk Expense	280	0.04	0	0.00	280	0	0.00	280
0	0.00	0	0.00	0	0	0.00	0	COVID 19 Supplies	758	0.10	0	0.00	758	0	0.00	758
730	7.77	19,999	10.58	-19,269	18,174	9.62	-17,444	Total Operating - Rooms	82,886	10.47	222,619	10.58	-139,732	212,246	10.42	-129,360
5,858	62.32	57,508	30.43	-51,650	52,662	27.86	-46,804	Total Expenses- Rooms	266,231	33.64	624,329	29.67	-358,098	587,168	28.83	-320,937
-386	-4.10	106,874	56.55	-107,260	111,744	59.12	-112,130	Net Income- Rooms	954,375	120.59	2,017,425	95.86	-1,063,050	1,985,043	97.47	-1,030,667

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Food & Beverage Summary																
0	0.00	0	0.00	0	0	0.00		0 Total Food Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Beverage Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet A/V	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total Banquet Misc	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Sales	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Cost	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Banquet A/V Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Wages	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 F & B- P T & E B	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 TTL P/R and Benefits	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Food Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Beverage Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Total F & B Operating Expenses	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00		0 Net F & B Income	0	0.00	0	0.00	0	0	0.00	0

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Food Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bistro	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Other Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Food Revenue	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquets Other	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Revenues	0	0.00	0	0.00	0	0	0.00	0

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Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total Cost of Good Sold	0	0.00	0	0.00	0	0	0.00	0
Food Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Food Wages	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expense- Food	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Food Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	N.I.- Food Department	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Beverage Department																
0	0.00	0	0.00	0	0	0.00	0	Total Restaurant Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Garden Grill Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Room Service Bev	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Bar Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Banquet Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Catering Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Revenue	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
Cost of Goods Sold																
0	0.00	0	0.00	0	0	0.00	0	Total COGS- Beverage	0	0.00	0	0.00	0	0	0.00	0
Beverage Payroll																
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Payroll	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses- Beverage																
0	0.00	0	0.00	0	0	0.00	0	Total Operating- Beverage	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Beverage Costs	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Net Income- Beverage	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)
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FOOD STATS																
0	0.00	0	0.00	0	0	0.00	0	Total Food Covers	0	0.00	0	0.00	0	0	0.00	0

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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TELECOM																
TELEPHONE REVENUES																
0	0.00	0	0.00	0	0	0.00	0	Local	0	0.00	0	0.00	0	-5	0.00	5
0	0.00	100	0.00	-100	0	0.00	0	Internet Access Fees	0	0.00	1,025	0.00	-1,025	948	0.00	-948
0	0.00	100	0.00	-100	0	0.00	0	Total Phone Revenues	0	0.00	1,025	0.00	-1,025	943	0.00	-943
COS- Communication																
1,091	19.38	945	0.56	146	991	0.59	101	COS-Local	10,148	0.81	9,450	0.35	698	8,669	0.33	1,479
0	0.00	30	0.00	-30	0	0.00	0	COS-Long Distance	0	0.00	300	0.00	-300	0	0.00	0
951	0.00	942	942.00	9	942	0.00	9	COS-HSIA ISP	9,523	0.00	9,420	919.02	103	10,035	1,058.41	-511
2,042	0.00	1,917	0.00	125	1,933	0.00	110	Total COS- Comm	19,671	0.00	19,170	0.00	501	18,703	0.00	968
-2,042	0.00	-1,817	0.00	-225	-1,933	0.00	-110	Gross Margin- Comm	-19,671	0.00	-18,145	0.00	-1,526	-17,760	0.00	-1,911
Operating Expenses																
100	0.00	100	0.00	0	100	0.00	0	Equipment Cost	860	0.00	1,000	0.00	-140	850	0.00	10
0	0.00	0	0.00	0	0	0.00	0	Equipment Maintenance	392	0.00	0	0.00	392	115	0.00	277
100	0.00	100	0.00	0	100	0.00	0	Total Operating - Comm	1,252	0.00	1,000	0.00	252	965	0.00	287
2,142	0.00	1,917	0.00	225	2,033	0.00	110	N.I.- Comm Dept	20,923	0.00	19,145	0.00	1,778	18,725	0.00	2,198

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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MISCELLANEOUS DEPARTMENT																
MISCELLANEOUS REVENUES																
0	0.00	20	0.54	-20	56	1.75	-56	Laundry/Valet	84	0.27	200	0.41	-116	134	0.27	-50
0	0.00	151	4.07	-151	140	4.41	-140	Vending	188	0.60	1,737	3.54	-1,549	1,645	3.31	-1,457
0	0.00	0	0.00	0	0	0.00	0	Forfeiture Income	919	2.92	0	0.00	919	0	0.00	919
0	0.00	0	0.00	0	0	0.00	0	Miscellaneous	12	0.04	0	0.00	12	27	0.05	-15
158	100.00	500	13.47	-342	676	21.28	-518	Late Cancellation Income	16,443	52.25	13,385	27.30	3,058	14,441	29.04	2,002
0	0.00	150	4.04	-150	0	0.00	0	Smoking Fee	0	0.00	1,500	3.06	-1,500	1,150	2.31	-1,150
0	0.00	0	0.00	0	60	1.89	-60	Tax Discounts Earned	284	0.90	0	0.00	284	480	0.97	-196
0	0.00	1,796	48.36	-1,796	1,534	48.34	-1,534	Market Sales	8,095	25.72	19,993	40.78	-11,898	20,077	40.37	-11,983
0	0.00	1,096	29.52	-1,096	709	22.33	-709	Market Sales- Beer/Wine	5,447	17.31	12,206	24.90	-6,759	11,778	23.68	-6,330
158	100.00	3,713	100.00	-3,555	3,174	100.00	-3,016	Total Miscellaneous Revenues	31,472	100.00	49,021	100.00	-17,549	49,732	100.00	-18,260
COSales- Miscellaneous																
0	0.00	10	50.00	-10	27	48.65	-27	COS-Laundry/Valet	102	120.37	100	50.00	2	43	32.05	59
0	0.00	0	0.00	0	0	0.00	0	COS-Vending Cost	314	1.00	0	0.00	314	474	0.95	-159
0	0.00	898	50.00	-898	771	50.26	-771	COS- Market	3,929	48.54	9,996	50.00	-6,067	9,913	49.38	-5,984
0	0.00	460	12.40	-460	0	0.00	0	COS- Market Beer/Wine	2,364	7.51	5,127	10.46	-2,762	4,833	9.72	-2,469
0	0.00	1,368	36.85	-1,368	798	25.14	-798	Total COS- Miscellaneous	6,710	21.32	15,223	31.05	-8,513	15,263	30.69	-8,553
Cost of Sales- Meeting Room																
0	0.00	250	90.91	-250	375	100.00	-375	Banquet Room Rental	2,150	96.80	3,700	93.67	-1,550	3,627	89.89	-1,477
0	0.00	10	3.64	-10	0	0.00	0	Banquet Room F & B	21	0.95	100	2.53	-79	208	5.15	-187
0	0.00	15	5.45	-15	0	0.00	0	Banquet Room AV Rental	50	2.25	150	3.80	-100	200	4.96	-150
0	0.00	275	100.00	-275	375	100.00	-375	Total Meeting Room Revenues	2,221	100.00	3,950	100.00	-1,729	4,034	100.00	-1,813
Cost of Sales- Meeting Room																
0	0.00	0	0.00	0	0	0.00	0	COS-Banquet Room AV	0	0.00	0	0.00	0	203	5.04	-203
158	100.00	2,620	70.56	-2,462	2,751	86.67	-2,593	Total Miscellaneous Profit	26,984	85.74	37,748	77.00	-10,764	38,300	77.01	-11,317

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ADMIN & GENERAL DEPARTMENT																
ADMIN & GENERAL																
P/R & Related Benefits- A&G																
2,485	44.14	4,340	2.58	-1,855	3,830	2.28	-1,344	General Manager	36,111	2.88	42,700	1.58	-6,589	35,619	1.36	491
2,690	47.78	2,809	1.67	-119	2,603	1.55	87	Assistant General Manager	22,798	1.82	27,230	1.01	-4,432	24,566	0.94	-1,768
-180	-3.19	1,793	1.06	-1,973	1,747	1.04	-1,927	Operations Manager	11,317	0.90	17,232	0.64	-5,915	21,537	0.82	-10,220
453	8.05	743	0.44	-290	622	0.37	-169	Payroll Taxes	6,392	0.51	7,248	0.27	-856	7,084	0.27	-692
51	0.91	694	0.41	-643	321	0.19	-270	Employee Benefits	5,627	0.45	6,940	0.26	-1,313	6,181	0.24	-554
364	6.47	0	0.00	364	95	0.06	270	Vacation /PTO	9,541	0.76	0	0.00	9,541	3,185	0.12	6,356
0	0.00	0	0.00	0	0	0.00	0	Holiday	2,010	0.16	0	0.00	2,010	1,841	0.07	168
0	0.00	458	0.27	-458	0	0.00	0	Bonus/Incentive Pay	4,016	0.32	4,580	0.17	-564	3,759	0.14	257
5,864	104.16	10,837	6.44	-4,972	9,217	5.49	-3,353	Total P/R & R/B- A&G	97,811	7.80	105,930	3.93	-8,119	103,772	3.95	-5,962
Operating Expenses- A&G																
0	0.00	350	0.21	-350	372	0.22	-372	Employee Relations	542	0.04	4,300	0.16	-3,758	3,652	0.14	-3,110
2,000	35.52	2,000	1.19	0	2,000	1.19	0	Accounting Fees	20,000	1.59	20,000	0.74	0	20,000	0.76	0
864	15.35	900	0.53	-36	968	0.58	-104	Data Processing	9,546	0.76	9,649	0.36	-103	8,956	0.34	590
19	0.33	378	0.22	-359	458	0.27	-439	Office Supplies	1,793	0.14	4,209	0.16	-2,416	3,685	0.14	-1,893
0	0.00	76	0.05	-76	76	0.05	-76	Muzak	456	0.04	760	0.03	-304	759	0.03	-303
4	0.07	270	0.16	-266	174	0.10	-170	Travel & Lodging	1,151	0.09	3,930	0.15	-2,779	4,528	0.17	-3,377
0	0.00	0	0.00	0	0	0.00	0	Meals and Entertainment	35	0.00	0	0.00	35	79	0.00	-44
0	0.00	53	0.03	-53	50	0.03	-50	Telephone	137	0.01	525	0.02	-388	557	0.02	-420
517	9.18	512	0.30	5	517	0.31	0	Licenses and Permits	2,763	0.22	2,724	0.10	39	3,061	0.12	-298
0	0.00	70	0.04	-70	49	0.03	-49	Postage	307	0.02	970	0.04	-663	946	0.04	-639
0	0.00	0	0.00	0	0	0.00	0	Recruitment	729	0.06	828	0.03	-99	1,229	0.05	-500
123	2.18	180	0.11	-57	114	0.07	9	Employment Screening/ Drug Testing	840	0.07	1,800	0.07	-960	1,176	0.04	-336
20	0.36	175	0.10	-155	197	0.12	-177	Training	1,119	0.09	2,450	0.09	-1,331	3,217	0.12	-2,098
0	0.00	0	0.00	0	0	0.00	0	Bad Debt	0	0.00	0	0.00	0	1,203	0.05	-1,203
0	0.00	68	0.04	-68	268	0.16	-268	Security Service	802	0.06	2,078	0.08	-1,276	2,142	0.08	-1,340
120	2.13	215	0.13	-95	150	0.09	-30	Dues/Subscriptions	1,247	0.10	1,700	0.06	-453	2,492	0.09	-1,245
19	0.34	4,414	2.62	-4,395	4,230	2.52	-4,211	Credit Card Commissions	33,522	2.67	70,629	2.62	-37,107	68,713	2.62	-35,191
0	0.00	0	0.00	0	-20	-0.01	20	Cash Over/Short	-491	-0.04	0	0.00	-491	-47	0.00	-444
27	0.48	30	0.02	-3	0	0.00	27	Equipment Rental	243	0.02	300	0.01	-57	0	0.00	243
122	2.17	365	0.22	-243	361	0.21	-239	Payroll Services	2,900	0.23	5,405	0.20	-2,505	5,549	0.21	-2,649
699	12.42	1,075	0.64	-376	1,009	0.60	-310	Bank Charges	8,540	0.68	10,750	0.40	-2,210	10,434	0.40	-1,894
49	0.87	0	0.00	49	0	0.00	49	Chargebacks	504	0.04	0	0.00	504	0	0.00	504
830	14.74	1,424	0.85	-594	1,086	0.65	-256	Workers Comp Insurance	9,635	0.77	15,538	0.58	-5,903	14,577	0.56	-4,942
5,413	96.13	12,553	7.46	-7,141	12,058	7.18	-6,645	Total Operating- A&G	96,319	7.68	158,544	5.88	-62,226	156,907	5.98	-60,588
11,277	200.29	23,390	13.89	-12,113	21,275	12.67	-9,998	Total Expenses- A&G	194,129	15.48	264,474	9.81	-70,345	260,679	9.93	-66,550

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

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SALES DEPARTMENT																
SALES																
P/R & R/B																
2,744	48.74	3,075	1.83	-331	2,879	1.71	-134	Director of Sales	25,020	1.99	29,993	1.11	-4,973	26,700	1.02	-1,680
0	0.00	0	0.00	0	12	0.01	-12	Sales Manager	33	0.00	0	0.00	33	97	0.00	-63
358	6.36	903	0.54	-544	738	0.44	-380	Revenue Management	4,747	0.38	9,026	0.33	-4,278	7,666	0.29	-2,918
0	0.00	172	0.10	-172	0	0.00	0	E Commerce Management	516	0.04	1,721	0.06	-1,205	0	0.00	516
0	0.00	1,007	0.60	-1,007	1,583	0.94	-1,583	Sales Coordinator	4,409	0.35	9,906	0.37	-5,497	13,103	0.50	-8,694
137	2.43	327	0.19	-191	299	0.18	-163	Payroll Taxes	2,490	0.20	3,219	0.12	-729	3,103	0.12	-613
445	7.90	706	0.42	-261	682	0.41	-237	Employee Benefits	4,872	0.39	7,060	0.26	-2,188	7,113	0.27	-2,240
481	8.54	0	0.00	481	0	0.00	481	Vacation / PTO	5,321	0.42	0	0.00	5,321	1,906	0.07	3,415
0	0.00	0	0.00	0	0	0.00	0	Holiday	908	0.07	0	0.00	908	711	0.03	198
0	0.00	212	0.13	-212	0	0.00	0	Bonus/Incentive Pay	1,568	0.13	2,120	0.08	-552	1,033	0.04	535
4,165	73.97	6,402	3.80	-2,237	6,193	3.69	-2,028	Total P/R & R/B- Sales	49,885	3.98	63,045	2.34	-13,160	61,430	2.34	-11,544
Operating Expenses- Sales																
0	0.00	30	0.02	-30	38	0.02	-38	Printing & Stationary	0	0.00	300	0.01	-300	106	0.00	-106
0	0.00	30	0.02	-30	0	0.00	0	Office Supplies	0	0.00	300	0.01	-300	269	0.01	-269
0	0.00	425	0.25	-425	42	0.02	-42	Travel & Lodging	115	0.01	1,375	0.05	-1,260	1,577	0.06	-1,462
0	0.00	50	0.03	-50	29	0.02	-29	Meals & Entertainment	8	0.00	700	0.03	-692	552	0.02	-544
0	0.00	200	0.12	-200	145	0.09	-145	Promotions	763	0.06	2,810	0.10	-2,047	2,412	0.09	-1,648
0	0.00	25	0.01	-25	25	0.01	-25	Telephone	25	0.00	250	0.01	-225	250	0.01	-225
0	0.00	10	0.01	-10	0	0.00	0	Postage	0	0.00	100	0.00	-100	0	0.00	0
176	3.13	0	0.00	176	88	0.05	89	Sales Training	214	0.02	250	0.01	-36	333	0.01	-119
0	0.00	65	0.04	-65	493	0.29	-493	Dues & Subscriptions	3,197	0.25	3,915	0.15	-718	3,963	0.15	-766
0	0.00	0	0.00	0	0	0.00	0	Trade Show	0	0.00	300	0.01	-300	21	0.00	-21
1,800	31.97	1,800	1.07	0	1,800	1.07	0	Outdoor Advertising	1,800	0.14	2,100	0.08	-300	2,100	0.08	-300
0	0.00	0	0.00	0	0	0.00	0	Display Advertising	77	0.01	0	0.00	77	0	0.00	77
0	0.00	200	0.12	-200	200	0.12	-200	e Commerce Costs	700	0.06	2,000	0.07	-1,300	2,018	0.08	-1,318
0	0.00	367	0.22	-367	154	0.09	-154	Brand Paid Search	3,267	0.26	3,792	0.14	-525	4,018	0.15	-751
0	0.00	250	0.15	-250	0	0.00	0	Internet Advertising	1,321	0.11	2,800	0.10	-1,479	463	0.02	858
0	0.00	100	0.06	-100	0	0.00	0	Collateral	0	0.00	400	0.01	-400	0	0.00	0
1,976	35.10	3,552	2.11	-1,576	3,012	1.79	-1,036	Total Operating- Sales	11,487	0.92	21,392	0.79	-9,905	18,082	0.69	-6,595
6,141	109.08	9,954	5.91	-3,813	9,205	5.48	-3,064	Total Expenses-Sales	61,372	4.89	84,437	3.13	-23,065	79,512	3.03	-18,139

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For Property: SpringHill Suites Naples (Capstone)

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MAINTENANCE DEPARTMENT																
REPAIRS & MAINTENANCE																
P/R & Related Expenses- Maintenance																
0	0.00	2,504	1.32	-2,504	2,422	1.28	-2,422	Chief Engineer	5,813	0.73	24,636	1.17	-18,823	22,627	1.11	-16,814
0	0.00	3,469	1.84	-3,469	2,003	1.06	-2,003	General Maintenance	9,866	1.25	34,130	1.62	-24,265	25,255	1.24	-15,389
0	0.00	448	0.24	-448	337	0.18	-337	Payroll Taxes	1,638	0.21	4,445	0.21	-2,807	3,783	0.19	-2,144
0	0.00	561	0.30	-561	462	0.24	-462	Employee Benefits	1,694	0.21	5,610	0.27	-3,916	5,294	0.26	-3,600
0	0.00	0	0.00	0	0	0.00	0	Holiday	601	0.08	500	0.02	101	787	0.04	-186
0	0.00	0	0.00	0	172	0.09	-172	Vacation /PTO	3,345	0.42	0	0.00	3,345	1,757	0.09	1,588
0	0.00	0	0.00	0	0	0.00	0	Bonus/Incentive Pay	0	0.00	0	0.00	0	375	0.02	-375
0	0.00	6,982	3.69	-6,982	5,396	2.86	-5,396	Total P/R & Related Expenses- Maintenance	22,958	2.90	69,321	3.29	-46,363	59,878	2.94	-36,921
Operating Expenses- R & M																
0	0.00	151	0.08	-151	0	0.00	0	Laundry Equipment	101	0.01	1,684	0.08	-1,583	1,367	0.07	-1,266
0	0.00	227	0.12	-227	6	0.00	-6	Building Maintenance	3,247	0.41	2,525	0.12	721	1,654	0.08	1,593
116	1.23	151	0.08	-35	274	0.15	-158	Light Bulbs	691	0.09	1,684	0.08	-993	996	0.05	-305
0	0.00	57	0.03	-57	58	0.03	-58	Electrical & Mechanical	0	0.00	631	0.03	-631	285	0.01	-285
0	0.00	189	0.10	-189	0	0.00	0	HVAC	1,898	0.24	2,105	0.10	-207	1,518	0.07	380
0	0.00	151	0.08	-151	82	0.04	-82	Plumbing & Boiler	599	0.08	1,684	0.08	-1,084	1,097	0.05	-497
550	5.85	325	0.17	225	275	0.15	275	Pool	2,908	0.37	3,250	0.15	-342	2,976	0.15	-68
945	10.05	1,000	0.53	-55	945	0.50	0	Grounds & Landscaping	8,516	1.08	10,000	0.48	-1,484	10,342	0.51	-1,826
127	1.35	57	0.03	71	0	0.00	127	Furniture & Fixtures	222	0.03	631	0.03	-409	-49	0.00	271
59	0.63	57	0.03	3	6	0.00	53	Painting	324	0.04	631	0.03	-307	604	0.03	-280
0	0.00	0	0.00	0	0	0.00	0	Carpet & Floor	904	0.11	4,000	0.19	-3,096	523	0.03	381
0	0.00	0	0.00	0	0	0.00	0	Kitchen Equipment	459	0.06	0	0.00	459	0	0.00	460
0	0.00	500	0.26	-500	-15	-0.01	15	Locks & Keys	1,063	0.13	1,000	0.05	63	1,543	0.08	-480
0	0.00	0	0.00	0	0	0.00	0	Radio & TV	0	0.00	0	0.00	0	-400	-0.02	400
181	1.93	224	0.12	-43	705	0.37	-524	Exterminating	1,683	0.21	3,234	0.15	-1,551	5,133	0.25	-3,449
752	8.00	32	0.02	720	32	0.02	720	Fire & Safety	1,900	0.24	1,779	0.08	121	3,407	0.17	-1,507
0	0.00	0	0.00	0	760	0.40	-760	Elevator	4,002	0.51	4,170	0.20	-168	4,930	0.24	-928
2,731	29.05	3,121	1.65	-390	3,128	1.66	-398	Total Operating - R & M	28,519	3.60	39,008	1.85	-10,490	35,925	1.76	-7,406
2,731	29.05	10,103	5.35	-7,372	8,524	4.51	-5,794	Total Expenses- R & M	51,476	6.50	108,329	5.15	-56,853	95,803	4.70	-44,327

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

For Property: SpringHill Suites Naples (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
UTILITIES DEPARTMENT																
UTILITIES EXPENSE																
3,575	38.03	5,385	2.85	-1,810	5,560	2.94	-1,985	Electricity	38,184	4.82	54,219	2.58	-16,035	51,087	2.51	-12,903
0	0.00	1,790	0.95	-1,790	1,303	0.69	-1,303	Gas	5,142	0.65	17,962	0.85	-12,820	15,524	0.76	-10,382
1,006	10.70	2,725	1.44	-1,719	5,455	2.89	-4,449	Water & Sewer	25,595	3.23	41,053	1.95	-15,458	49,897	2.45	-24,302
1,141	12.14	914	0.48	227	929	0.49	213	Waste Removal	5,015	0.63	9,140	0.43	-4,125	9,110	0.45	-4,095
5,722	60.88	10,814	5.72	-5,092	13,246	7.01	-7,524	Total Expenses- Utilities	73,936	9.34	122,374	5.81	-48,438	125,618	6.17	-51,682

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Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FRANCHISE DEPARTMENT																
FRANCHISE FEES																
306	5.60	8,244	5.02	-7,938	8,220	5.00	-7,914	Franchise Fees/ Royalties	61,077	5.00	132,757	5.03	-71,680	128,599	5.00	-67,522
2,914	53.25	8,087	4.92	-5,173	9,033	5.49	-6,119	Advertising	69,971	5.73	130,175	4.93	-60,204	126,056	4.90	-56,084
17	0.32	2,218	1.35	-2,201	2,100	1.28	-2,083	Frequent Traveler	21,868	1.79	34,358	1.30	-12,490	34,157	1.33	-12,289
0	0.00	0	0.00	0	0	0.00	0	Brand Guest Fees	234	0.02	0	0.00	234	0	0.00	234
0	0.00	0	0.00	0	315	0.19	-315	Other Franchise Cost	2,305	0.19	3,208	0.12	-903	2,320	0.09	-15
3,237	59.16	18,549	11.28	-15,312	19,668	11.96	-16,431	Total Franchise Fees Expense	155,455	12.74	300,498	11.37	-145,043	291,132	11.32	-135,677

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Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
MANAGEMENT FEES																
141	2.50	4,212	2.50	-4,071	4,199	2.50	-4,058	Management Fees	31,359	2.50	67,394	2.50	-36,035	65,653	2.50	-34,294
3,714	65.96	0	0.00	3,714	0	0.00	3,714	Management Fees- Owner	10,984	0.88	0	0.00	10,984	0	0.00	10,984
3,854	68.46	4,212	2.50	-357	4,199	2.50	-345	Total Management Fees Expense	42,343	3.38	67,394	2.50	-25,051	65,653	2.50	-23,310

Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
FIXED EXPENSES																
27,560	489.50	26,842	15.94	718	26,124	15.55	1,436	Ground Lease	263,394	21.00	261,958	9.72	1,436	255,646	9.74	7,748
7,437	132.09	6,739	4.00	698	7,437	4.43		0 FF & E Reserve	74,368	5.93	107,830	4.00	-33,462	85,476	3.26	-11,108
7,634	135.59	7,643	4.54	-9	7,268	4.33	366	Real Estate Tax	76,352	6.09	76,433	2.84	-81	72,680	2.77	3,673
1,526	27.11	1,526	0.91	0	2,081	1.24	-555	Personal Property Tax	15,262	1.22	15,262	0.57	0	12,854	0.49	2,408
4,622	82.09	4,213	2.50	409	4,023	2.40	599	Insurance	44,292	3.53	43,887	1.63	405	42,019	1.60	2,274
48,780	866.38	46,964	27.89	1,816	46,933	27.94	1,847	TOTAL FIXED EXPENSES	473,669	37.76	505,370	18.75	-31,701	468,675	17.85	4,994

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Company: 3798 White Lake-Naples dba SHS Naples Property: SpringHill Suites Naples (Capstone)

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
TOTAL OTHER																
0	0.00	0	0.00	0	0	0.00	0	Owners Expense	27,636	2.20	0	0.00	27,636	12,224	0.47	15,412
50,397	895.11	0	0.00	50,397	50,397	30.01	0	Depreciation	503,970	40.18	0	0.00	503,970	503,970	19.19	0
2,209	39.23	0	0.00	2,209	2,209	1.32	0	Amortization Expense	22,090	1.76	0	0.00	22,090	22,090	0.84	0
20,372	361.83	20,372	12.10	0	20,505	12.21	-133	Interest Expense	203,420	16.22	203,721	7.56	-301	205,458	7.82	-2,038
0	0.00	1,685	1.00	-1,685	1,680	1.00	-1,680	Asset Management Fee	9,029	0.72	26,958	1.00	-17,929	26,261	1.00	-17,232
0	0.00	0	0.00	0	0	0.00	0	Extraordinary Expenses	19,605	1.56	0	0.00	19,605	17,009	0.65	2,596
0	0.00	0	0.00	0	0	0.00	0	GB 1 YE AJE	0	0.00	0	0.00	0	-9,772	-0.37	9,772
3,396		0		3,396	0		3,396	Ground Lease Tax	13,584		0		13,584	0		13,584
76,374	1,356.49	22,057	13.10	54,317	74,791	44.53	1,583	Total Other	799,334	63.73	230,679	8.56	568,655	777,240	29.60	22,094

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As of 10/31/2020

Actual	% / POR	Budget	% / POR	Act vs Bud Var	Last Year	% / POR	Act vs LY Var	Description	YTD	% / POR	YTD Budget	% / POR	Act vs Bud Var	YTD Last Year	% / POR	Act vs LY Var
House Laundry Dept																
0	0.00	0	0.00	0	0	0.00	0	Total P/R & Benefits- Ldy	0	0.00	0	0.00	0	0	0.00	0
Operating Expenses																
0	0.00	0	0.00	0	0	0.00	0	Total Operating Expenses- Ldy	0	0.00	0	0.00	0	0	0.00	0
0	0.00	0	0.00	0	0	0.00	0	Total Laundry Expenses	0	0.00	0	0.00	0	0	0.00	0
Allocation																
0	0.00	0	0.00	0	0	0.00	0	Total Allocation	0	0.00	0	0.00	0	0	0.00	0
0		0		0	0		0	Total Lndry Dept	0		0		0	0		0



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
6,293		6,293		6,293		61,915		61,915		61,712	
1,202		4,457		4,476		18,192		43,780		44,942	
19.10%		70.82%		71.13%		29.38%		70.71%		72.83%	
74.70		143.98		139.05		89.64		127.91		124.47	
14.27		101.97		98.90		26.34		90.45		90.64	
Revenue											
87,821.43	97.81%	419,021.00	65.30%	421,997.08	67.80%	1,104,495.48	67.73%	3,674,953.00	65.63%	3,752,288.48	67.08%
1,440.00	1.60%	189,752.00	29.57%	175,373.13	28.18%	267,963.21	16.43%	1,611,508.00	28.78%	1,550,610.12	27.72%
964.00	1.07%	32,949.00	5.13%	32,951.00	5.29%	272,818.40	16.73%	313,445.00	5.60%	327,697.39	5.86%
-	0.00%		0.00%	-	0.00%	80.75	0.00%		0.00%	1,856.58	0.03%
(434.45)	-0.48%	0.00	0.00%	(7,949.60)	-1.28%	(14,547.90)	-0.89%	0.00	0.00%	(38,628.17)	-0.69%
89,790.98	100.00%	641,722.00	100.00%	622,371.61	100.00%	1,630,809.94	100.00%	5,599,906.00	100.00%	5,593,824.40	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
4,350.72	4.85%	9,200.00	1.43%	8,433.39	1.36%	43,444.28	2.66%	90,496.00	1.62%	73,116.51	1.31%
9,326.21	10.39%	15,493.00	2.41%	15,242.35	2.45%	116,636.60	7.15%	153,275.00	2.74%	146,954.08	2.63%
-	0.00%	20,332.00	3.17%	20,596.01	3.31%	44,352.86	2.72%	199,410.00	3.56%	222,391.21	3.98%
4,591.77	5.11%	4,464.00	0.70%	4,820.74	0.77%	44,022.61	2.70%	43,628.00	0.78%	45,208.76	0.81%
-	0.00%	6,545.00	1.02%	5,746.50	0.92%	16,072.70	0.99%	62,898.00	1.12%	57,256.93	1.02%
13,501.00	15.04%	39,107.00	6.09%	42,209.24	6.78%	182,823.70	11.21%	378,243.00	6.75%	360,258.09	6.44%
31,769.70	35.38%	95,141.00	14.83%	97,048.23	15.59%	447,352.75	27.43%	927,950.00	16.57%	905,185.58	16.18%
-	0.00%	171.00	0.03%	81.25	0.01%	615.12	0.04%	1,670.00	0.03%	1,636.05	0.03%
31,769.70	35.38%	95,312.00	14.85%	97,129.48	15.61%	447,967.87	27.47%	929,620.00	16.60%	906,821.63	16.21%
Payroll-Related Expenses											
1,306.97	1.46%	4,553.00	0.71%	4,110.30	0.66%	23,592.56	1.45%	48,238.00	0.86%	46,110.79	0.82%
562.00	0.63%	1,583.00	0.25%	1,868.22	0.30%	14,562.61	0.89%	24,245.00	0.43%	32,033.89	0.57%
3,770.42	4.20%	7,933.00	1.24%	7,347.76	1.18%	65,346.48	4.01%	79,307.00	1.42%	76,710.92	1.37%
5,639.39	6.28%	14,069.00	2.19%	13,326.28	2.14%	103,501.65	6.35%	151,790.00	2.71%	154,855.60	2.77%
37,409.09	41.66%	109,381.00	17.04%	110,455.76	17.75%	551,469.52	33.82%	1,081,410.00	19.31%	1,061,677.23	18.98%
Other Expenses											
326.59	0.36%	1,560.00	0.24%	2,019.46	0.32%	9,632.17	0.59%	15,323.00	0.27%	15,979.25	0.29%
890.05	0.99%	5,705.00	0.89%	7,415.22	1.19%	23,906.83	1.47%	56,040.00	1.00%	59,213.17	1.06%
1,293.62	1.44%	1,961.00	0.31%	1,136.88	0.18%	14,119.62	0.87%	19,264.00	0.34%	20,420.77	0.37%
-	0.00%	2,006.00	0.31%	3,519.85	0.57%	5,806.12	0.36%	19,703.00	0.35%	22,042.90	0.39%
-	0.00%	223.00	0.03%	250.00	0.04%	3,200.00	0.20%	2,189.00	0.04%	2,142.72	0.04%
-	0.00%	223.00	0.03%	250.00	0.04%	365.00	0.02%	2,189.00	0.04%	2,138.00	0.04%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	4,434.10	0.08%
840.58	0.94%	1,761.00	0.27%	2,150.81	0.35%	8,328.75	0.51%	17,295.00	0.31%	18,632.77	0.33%
-	0.00%	0.00	0.00%	424.36	0.07%	1,380.96	0.08%	1,200.00	0.02%	1,881.77	0.03%
798.18	0.89%	4,680.00	0.73%	4,704.27	0.76%	20,941.89	1.28%	45,969.00	0.82%	43,532.31	0.78%
3,081.67	3.43%	3,082.00	0.48%	3,081.67	0.50%	29,682.00	1.82%	30,820.00	0.55%	31,092.74	0.56%
2,244.38	2.50%	14,760.00	2.30%	14,704.26	2.36%	57,096.76	3.50%	107,376.00	1.92%	108,669.47	1.94%
486.42	0.54%	2,567.00	0.40%	2,448.47	0.39%	23,664.10	1.45%	57,897.00	1.03%	58,495.94	1.05%
350.40	0.39%	825.00	0.13%	897.00	0.14%	3,445.60	0.21%	8,102.00	0.14%	8,301.21	0.15%
250.44	0.28%	340.00	0.05%	405.74	0.07%	2,823.05	0.17%	3,400.00	0.06%	3,452.15	0.06%
-	0.00%	312.00	0.05%	556.86	0.09%	172.61	0.01%	3,064.00	0.05%	3,314.20	0.06%
10,562.33	11.76%	40,005.00	6.23%	43,964.85	7.06%	204,565.46	12.54%	389,831.00	6.96%	403,743.47	7.22%
47,971.42	53.43%	149,386.00	23.28%	154,420.61	24.81%	756,034.98	46.36%	1,471,241.00	26.27%	1,465,420.70	26.20%
\$41,819.56	46.57%	\$492,336.00	76.72%	\$467,951.00	75.19%	\$874,774.96	53.64%	\$4,128,665.00	73.73%	\$4,128,403.70	73.80%



2500 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual October 2020		Budget October 2020		Actual October 2019		Actual October 2020		Budget October 2020		Actual October 2019	
Food Department Schedule											
Revenue											
62.00	2.20%	25,451.00	34.14%	25,805.57	34.13%	57,360.61	38.88%	264,014.00	41.10%	268,597.33	42.47%
-	0.00%	32,196.00	43.19%	32,409.78	42.86%	50,432.31	34.19%	263,110.00	40.96%	254,060.68	40.17%
-	0.00%	0.00	0.00%	108.34	0.14%	(265.28)	-0.18%	0.00	0.00%	(864.45)	-0.14%
62.00	2.20%	57,647.00	77.33%	58,323.69	77.13%	107,527.64	72.89%	527,124.00	82.06%	521,793.56	82.50%
Other Revenue											
295.00	10.49%	350.00	0.47%	284.00	0.38%	2,440.00	1.65%	7,220.00	1.12%	6,965.00	1.10%
1,770.80	62.97%	7,700.00	10.33%	7,317.87	9.68%	20,903.49	14.17%	39,200.00	6.10%	36,980.99	5.85%
684.34	24.34%	8,854.00	11.88%	9,688.26	12.81%	16,648.33	11.29%	68,852.00	10.72%	66,774.09	10.56%
2,750.14	97.80%	16,904.00	22.67%	17,290.13	22.87%	39,991.82	27.11%	115,272.00	17.94%	110,720.08	17.50%
2,812.14	100.00%	74,551.00	100.00%	75,613.82	100.00%	147,519.46	100.00%	642,396.00	100.00%	632,513.64	100.00%
Cost of Food											
-	0.00%	25,941.00	45.00%	26,255.19	45.02%	46,195.88	42.96%	218,752.00	41.50%	218,439.58	41.86%
-	0.00%	25,941.00	45.00%	26,255.19	45.02%	46,195.88	42.96%	218,752.00	41.50%	218,439.58	41.86%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,564.88	0.25%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,564.88	1.41%
-	0.00%	25,941.00	34.80%	26,255.19	34.72%	46,195.88	31.32%	218,752.00	34.05%	220,004.46	34.78%
2,812.14	100.00%	48,610.00	65.20%	49,358.63	65.28%	101,323.58	68.68%	423,644.00	65.95%	412,509.18	65.22%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	1,707.00	2.29%	1,721.66	2.28%	4,425.48	3.00%	16,790.00	2.61%	14,936.35	2.36%
-	0.00%	6,648.00	8.92%	7,055.98	9.33%	15,155.39	10.27%	63,363.00	9.86%	63,276.19	10.00%
-	0.00%	9,237.00	12.39%	8,997.35	11.90%	20,078.32	13.61%	79,237.00	12.33%	78,587.10	12.42%
-	0.00%	2,261.00	3.03%	2,257.69	2.99%	2,923.12	1.98%	19,802.00	3.08%	19,899.79	3.15%
-	0.00%	4,646.00	6.23%	5,369.39	7.10%	8,532.42	5.78%	41,264.00	6.42%	44,304.84	7.00%
-	0.00%	5,312.00	7.13%	4,710.09	6.23%	8,571.78	5.81%	41,312.00	6.43%	41,823.42	6.61%
-	0.00%	5,471.00	7.34%	5,565.44	7.36%	12,753.50	8.65%	51,310.00	7.99%	50,370.88	7.96%
-	0.00%	35,282.00	47.33%	35,677.60	47.18%	72,440.01	49.11%	313,078.00	48.74%	313,198.57	49.52%
-	0.00%	11.00	0.01%	74.22	0.10%	425.71	0.29%	93.00	0.01%	105.18	0.02%
-	0.00%	35,293.00	47.34%	35,751.82	47.28%	72,865.72	49.39%	313,171.00	48.75%	313,303.75	49.53%
Payroll-Related Expenses											
-	0.00%	2,383.00	3.20%	2,762.30	3.65%	7,851.27	5.32%	22,915.00	3.57%	25,300.97	4.00%
-	0.00%	1,122.00	1.51%	765.97	1.01%	3,707.71	2.51%	15,349.00	2.39%	13,994.85	2.21%
17.74	0.63%	2,040.00	2.74%	2,009.62	2.66%	4,446.64	3.01%	20,209.00	3.15%	18,734.13	2.96%
17.74	0.63%	5,545.00	7.44%	5,537.89	7.32%	16,005.62	10.85%	58,473.00	9.10%	58,029.95	9.17%
17.74	0.63%	40,838.00	54.78%	41,289.71	54.61%	88,871.34	60.24%	371,644.00	57.85%	371,333.70	58.71%
Other Expenses											
-	0.00%	104.00	0.14%	-	0.00%	310.59	0.21%	899.00	0.14%	871.45	0.14%
-	0.00%	522.00	0.70%	970.33	1.28%	1,086.12	0.74%	4,496.00	0.70%	7,319.26	1.16%
-	0.00%	2,199.00	2.95%	2,122.39	2.81%	5,436.90	3.69%	18,950.00	2.95%	19,659.13	3.11%
-	0.00%	283.00	0.38%	215.39	0.28%	774.24	0.52%	2,440.00	0.38%	2,439.93	0.39%
-	0.00%	-	0.00%	-	0.00%	317.85	0.22%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	55.59	0.07%	-	0.00%	-	0.00%	55.59	0.01%
-	0.00%	250.00	0.34%	213.98	0.28%	560.06	0.38%	2,500.00	0.39%	2,495.27	0.39%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	450.00	0.07%	508.41	0.08%
-	0.00%	-	0.00%	-	0.00%	92.00	0.06%	-	0.00%	237.46	0.04%
-	0.00%	3,358.00	4.50%	3,577.68	4.73%	8,577.76	5.81%	29,735.00	4.63%	33,586.50	5.31%
17.74	0.63%	44,196.00	59.28%	44,867.39	59.34%	97,449.10	66.06%	401,379.00	62.48%	404,920.20	64.02%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month					Year-To-Date				
Actual		Budget		Actual	Actual		Budget		Actual
October 2020		October 2020		October 2019	October 2020		October 2020		October 2019
\$2,794.40	99.37%	\$4,414.00	5.92%	\$4,491.24	\$3,874.48	2.63%	\$22,265.00	3.47%	\$7,588.98
Departmental Income (Loss)									1.20%



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	8,468.00	100.00%	8,368.50	96.87%	15,881.50	93.72%	79,886.00	95.88%	81,391.75	96.05%
980.00	92.02%	0.00	0.00%	270.00	3.13%	980.00	5.78%	3,436.00	4.12%	3,351.50	3.95%
980.00	92.02%	8,468.00	100.00%	8,638.50	100.00%	16,861.50	99.50%	83,322.00	100.00%	84,743.25	100.00%
Other Revenue											
85.00	7.98%		0.00%		0.00%	85.00	0.50%		0.00%		0.00%
85.00	7.98%	-	0.00%	-	0.00%	85.00	0.50%	-	0.00%	-	0.00%
1,065.00	100.00%	8,468.00	100.00%	8,638.50	100.00%	16,946.50	100.00%	83,322.00	100.00%	84,743.25	100.00%
161.81	16.51%	2,271.00	26.82%	2,487.97	28.80%	4,263.26	25.28%	22,011.00	26.42%	23,261.71	27.45%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
161.81	15.19%	2,271.00	26.82%	2,487.97	28.80%	4,263.26	25.16%	22,011.00	26.42%	23,261.71	27.45%
903.19	84.81%	6,197.00	73.18%	6,150.53	71.20%	12,683.24	74.84%	61,311.00	73.58%	61,481.54	72.55%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Payroll-Related Expenses											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Other Expenses											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
\$903.19	84.81%	\$6,197.00	73.18%	\$6,150.53	71.20%	\$12,683.24	74.84%	\$61,311.00	73.58%	\$61,481.54	72.55%



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
8,231.00	6.80%	9,792.00	1.27%	9,882.64	1.31%	71,943.14	3.43%	96,315.00	1.40%	86,169.72	1.25%
-	0.00%	3,983.00	0.52%	4,017.30	0.53%	10,326.12	0.49%	39,178.00	0.57%	34,851.69	0.51%
-	0.00%	2,000.00	0.26%	1,600.00	0.21%	5,475.00	0.26%	17,600.00	0.26%	2,400.00	0.03%
8,231.00	6.80%	15,775.00	2.04%	15,499.94	2.06%	87,744.26	4.18%	153,093.00	2.23%	123,421.41	1.80%
-	0.00%	950.00	0.12%	1,500.00	0.20%	-	0.00%	9,499.00	0.14%	1,412.00	0.02%
8,231.00	6.80%	16,725.00	2.16%	16,999.94	2.26%	87,744.26	4.18%	162,592.00	2.37%	124,833.41	1.82%
Payroll-Related Expenses											
613.25	0.51%	1,127.00	0.15%	1,097.70	0.15%	7,777.29	0.37%	11,367.00	0.17%	10,603.38	0.15%
719.84	0.60%	0.00	0.00%	375.53	0.05%	9,329.50	0.44%	0.00	0.00%	13,046.92	0.19%
1,178.56	0.97%	1,228.00	0.16%	1,072.26	0.14%	11,029.63	0.53%	12,174.00	0.18%	10,785.71	0.16%
2,511.65	2.08%	2,355.00	0.30%	2,545.49	0.34%	28,136.42	1.34%	23,541.00	0.34%	34,436.01	0.50%
10,742.65	8.88%	19,080.00	2.47%	19,545.43	2.60%	115,880.68	5.52%	186,133.00	2.71%	159,269.42	2.32%
Other Expenses											
250.34	0.21%	1,000.00	0.13%	980.18	0.13%	4,036.60	0.19%	9,650.00	0.14%	9,787.28	0.14%
-	0.00%	0.00	0.00%	-	0.00%	32.78	0.00%	0.00	0.00%	0.00	0.00%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	609.00	0.01%	609.00	0.01%
351.19	0.29%	0.00	0.00%	-	0.00%	1,473.85	0.07%	3,225.00	0.05%	5,127.10	0.07%
-	0.00%	0.00	0.00%	-	0.00%	68.08	0.00%	0.00	0.00%	95.05	0.00%
1,236.22	1.02%	1,345.00	0.17%	1,242.52	0.16%	12,860.30	0.61%	13,450.00	0.20%	13,477.01	0.20%
192.50	0.16%	600.00	0.08%	615.67	0.08%	3,147.99	0.15%	6,700.00	0.10%	7,665.68	0.11%
810.00	0.67%	810.00	0.10%	810.00	0.11%	8,100.00	0.39%	8,100.00	0.12%	8,100.00	0.12%
-	0.00%	0.00	0.00%	-	0.00%	767.91	0.04%	0.00	0.00%	0.00	0.00%
3,017.92	2.49%	3,018.00	0.39%	2,930.00	0.39%	30,179.20	1.44%	30,180.00	0.44%	29,300.00	0.43%
209.00	0.17%	209.00	0.03%	195.58	0.03%	2,090.00	0.10%	2,090.00	0.03%	1,955.80	0.03%
(319.70)	-0.26%	550.00	0.07%	878.97	0.12%	2,912.12	0.14%	5,500.00	0.08%	7,259.02	0.11%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	0.00	0.00%	(136.43)	0.00%
-	0.00%	0.00	0.00%	(1,527.99)	-0.20%	(943.83)	-0.04%	0.00	0.00%	(0.00)	0.00%
(52.40)	-0.04%	0.00	0.00%	2,318.17	0.31%	15,877.11	0.76%	0.00	0.00%	6,657.27	0.10%
29.17	0.02%	0.00	0.00%	674.71	0.09%	763.09	0.04%	0.00	0.00%	4,652.50	0.07%
3,453.08	2.85%	21,498.00	2.78%	20,955.28	2.78%	51,556.69	2.46%	154,791.00	2.25%	154,914.35	2.25%
(0.01)	0.00%	0.00	0.00%	(663.19)	-0.09%	(122.05)	-0.01%	0.00	0.00%	(854.79)	-0.01%
2,334.07	1.93%	2,230.00	0.29%	2,229.57	0.30%	28,332.97	1.35%	26,081.00	0.38%	26,078.42	0.38%
-	0.00%	0.00	0.00%	160.26	0.02%	99.87	0.00%	0.00	0.00%	160.26	0.00%
-	0.00%	77.00	0.01%	127.35	0.02%	371.11	0.02%	685.00	0.01%	875.48	0.01%
-	0.00%	0.00	0.00%	-	0.00%	1,731.29	0.08%	0.00	0.00%	0.00	0.00%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	2,750.00	0.04%	2,825.99	0.04%
165.00	0.14%	0.00	0.00%	0.00	0.00%	3,053.50	0.15%	0.00	0.00%	0.00	0.00%
-	0.00%	100.00	0.01%	815.74	0.11%	129.67	0.01%	2,550.00	0.04%	3,966.90	0.06%
-	0.00%	50.00	0.01%	2.48	0.00%	6.10	0.00%	500.00	0.01%	580.99	0.01%
-	0.00%	0.00	0.00%	0.00	0.00%	1,064.52	0.05%	0.00	0.00%	0.00	0.00%
11,676.38	9.65%	31,487.00	4.07%	32,745.30	4.35%	167,588.87	7.98%	266,861.00	3.89%	283,096.88	4.12%
\$22,419.03	18.53%	\$50,567.00	6.54%	\$52,290.73	6.94%	\$283,469.55	13.50%	\$452,994.00	6.60%	\$442,366.30	6.43%

967.65	0.80%	1,587.00	0.21%	1,690.13	0.22%
225.00	0.19%	170.00	0.02%	170.00	0.02%
<u>1,399.99</u>	<u>1.16%</u>	<u>1,450.00</u>	<u>0.19%</u>	<u>1,540.21</u>	<u>0.20%</u>
2,592.64	2.14%	3,207.00	0.41%	3,400.34	0.45%

809.58	0.67%	810.00	0.10%	786.00	0.10%
205.70	0.17%	0.00	0.00%	-	0.00%
197.25	0.16%	197.00	0.03%	168.00	0.02%
105.51	0.09%		0.00%	118.26	0.02%
115.85	0.10%	630.00	0.08%	629.94	0.08%
280.43	0.23%	1,359.00	0.18%	2,280.37	0.30%
519.02	0.43%	700.00	0.09%	1,176.39	0.16%
2,541.65	2.10%	4,004.00	0.52%	5,467.29	0.73%

833.33	0.69%	833.00	0.11%	833.33	0.11%
3,720.99	3.08%	3,721.00	0.48%	3,720.99	0.49%
<u>1,212.99</u>	<u>1.00%</u>	<u>8,500.00</u>	<u>1.10%</u>	<u>8,403.33</u>	<u>1.12%</u>

\$11,151.60	9.22%	\$20,340.00	2.63%	\$22,185.28	2.95%
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% Total Expenses

10,477.83	0.50%	17,120.00	0.25%	18,493.27	0.27%
1,260.00	0.06%	1,700.00	0.02%	1,685.00	0.02%
13,999.90	0.67%	14,500.00	0.21%	15,646.50	0.23%
25,737.73	1.23%	33,320.00	0.49%	35,824.77	0.52%

3,083.34	0.15%	3,080.00	0.04%	3,083.34	0.04%
8,095.80	0.39%	8,100.00	0.12%	7,860.00	0.11%
1,165.81	0.06%	848.00	0.01%	847.62	0.01%
1,972.50	0.09%	1,970.00	0.03%	1,961.94	0.03%
1,409.71	0.07%		0.00%	711.80	0.01%
5,548.65	0.26%	6,419.00	0.09%	6,944.06	0.10%
3,579.17	0.17%	13,828.00	0.20%	12,785.98	0.19%
5,522.07	0.26%	7,000.00	0.10%	8,624.22	0.13%
30,377.05	1.45%	41,245.00	0.60%	42,818.96	0.62%

2,462.92	0.12%	750.00	0.01%	2,409.33	0.04%
	0.00%		0.00%	299.96	0.00%
8,333.30	0.40%	8,330.00	0.12%	8,333.30	0.12%
37,218.90	1.77%	37,210.00	0.54%	37,209.90	0.54%
22,024.89	1.05%	77,163.00	1.12%	75,530.92	1.10%

70,040.01	3.34%	123,453.00	1.80%	123,783.41	1.80%
\$126,154.79	6.01%	\$198,018.00	2.88%	\$202,427.14	2.94%

\$126,154.79



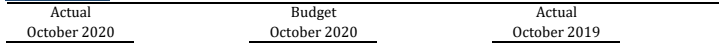
250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	7,820.00	1.01%	7,893.60	1.05%	21,979.84	1.05%	76,919.00	1.12%	64,350.00	0.94%
9,146.55	7.56%	12,809.00	1.66%	13,816.07	1.83%	94,770.30	4.51%	123,133.00	1.79%	106,547.46	1.55%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	10,106.02	0.15%
9,146.55	7.56%	20,629.00	2.67%	21,709.67	2.88%	116,750.14	5.56%	200,052.00	2.91%	181,003.48	2.63%
-	0.00%		0.00%		0.00%	163.95	0.01%		0.00%		0.00%
9,146.55	7.56%	20,629.00	2.67%	21,709.67	2.88%	116,914.09	5.57%	200,052.00	2.91%	181,003.48	2.63%
Payroll-Related Expenses											
642.34	0.53%	1,639.00	0.21%	1,512.41	0.20%	9,983.92	0.48%	17,006.00	0.25%	14,127.75	0.21%
182.48	0.15%	298.00	0.04%	579.64	0.08%	5,226.94	0.25%	4,980.00	0.07%	9,136.56	0.13%
748.73	0.62%	2,324.00	0.30%	2,165.10	0.29%	12,721.89	0.61%	23,190.00	0.34%	17,472.94	0.25%
1,573.55	1.30%	4,261.00	0.55%	4,257.15	0.57%	27,932.75	1.33%	45,176.00	0.66%	40,737.25	0.59%
10,720.10	8.86%	24,890.00	3.22%	25,966.82	3.45%	144,846.84	6.90%	245,228.00	3.57%	221,740.73	3.23%
Other Expenses											
271.92	0.22%	691.00	0.09%	766.03	0.10%	4,090.29	0.19%	6,785.00	0.10%	6,884.17	0.10%
-	0.00%	1,248.00	0.16%	1,262.56	0.17%	5,741.74	0.27%	12,260.00	0.18%	13,094.41	0.19%
-	0.00%	218.00	0.03%	1,297.24	0.17%	643.98	0.03%	2,137.00	0.03%	5,075.43	0.07%
75.87	0.06%	89.00	0.01%	92.19	0.01%	1,288.06	0.06%	877.00	0.01%	1,086.03	0.02%
928.88	0.77%	1,835.00	0.24%	1,865.78	0.25%	9,703.98	0.46%	13,550.00	0.20%	13,662.32	0.20%
275.00	0.23%	1,250.00	0.16%	689.62	0.09%	11,922.51	0.57%	12,500.00	0.18%	13,175.54	0.19%
1,435.00	1.19%	1,435.00	0.19%	1,345.61	0.18%	14,350.00	0.68%	14,350.00	0.21%	13,461.32	0.20%
122.70	0.10%		0.00%	-	0.00%	122.70	0.01%		0.00%	935.98	0.01%
	0.00%		0.00%	80.00	0.01%		0.00%		0.00%	87.50	0.00%
-	0.00%	357.00	0.05%	686.30	0.09%	1,383.68	0.07%	3,502.00	0.05%	5,729.00	0.08%
2,096.31	1.73%	2,500.00	0.32%	1,349.32	0.18%	23,689.47	1.13%	25,000.00	0.36%	41,981.67	0.61%
-	0.00%	290.00	0.04%	492.44	0.07%	2,342.59	0.11%	2,846.00	0.04%	3,073.22	0.04%
631.40	0.52%	1,521.00	0.20%	2,226.08	0.30%	8,468.98	0.40%	15,141.00	0.22%	16,065.35	0.23%
526.79	0.44%	1,114.00	0.14%	490.00	0.07%	15,689.29	0.75%	10,947.00	0.16%	18,174.21	0.26%
1,585.00	1.31%	669.00	0.09%	568.96	0.08%	3,467.79	0.17%	6,569.00	0.10%	14,278.91	0.21%
755.41	0.62%	1,700.00	0.22%	760.29	0.10%	15,856.91	0.76%	17,000.00	0.25%	21,372.24	0.31%
55.19	0.05%	334.00	0.04%	1,018.92	0.14%	1,202.60	0.06%	3,281.00	0.05%	3,601.64	0.05%
-	0.00%	3,545.00	0.46%	4,223.75	0.56%	14,032.38	0.67%	35,450.00	0.52%	36,799.91	0.54%
5,053.00	4.18%	624.00	0.08%	(185.31)	-0.02%	14,010.72	0.67%	6,129.00	0.09%	7,583.34	0.11%
13,812.47	11.42%	19,420.00	2.51%	19,029.78	2.53%	148,007.67	7.05%	188,324.00	2.74%	236,122.19	3.43%
\$24,532.57	20.28%	\$44,310.00	5.73%	\$44,996.60	5.97%	\$292,854.51	13.95%	\$433,552.00	6.32%	\$457,862.92	6.66%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

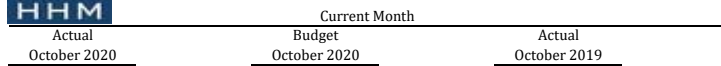
Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Utilities											
					Utilities						
5,195.74	4.29%	11,771.00	1.52%	11,589.66	1.54% Electricity	94,248.27	4.49%	118,113.00	1.72%	118,500.33	1.72%
881.18	0.73%	1,551.00	0.20%	1,527.11	0.20% Gas	15,427.21	0.73%	26,414.00	0.38%	25,713.00	0.37%
3,108.30	2.57%	4,461.00	0.58%	4,392.58	0.58% Water	27,856.18	1.33%	39,120.00	0.57%	39,912.85	0.58%
5,305.37	4.39%	9,099.00	1.18%	8,959.25	1.19% Sewer	55,255.14	2.63%	83,453.00	1.22%	84,655.23	1.23%
<u>\$14,490.59</u>	<u>11.98%</u>	<u>\$26,882.00</u>	<u>3.48%</u>	<u>\$26,468.60</u>	<u>3.51%</u> Total Utilities	<u>\$192,786.80</u>	<u>9.18%</u>	<u>\$267,100.00</u>	<u>3.89%</u>	<u>\$268,781.41</u>	<u>3.91%</u>




Actual	Budget	Actual
October 2020	October 2020	October 2019

Management Fees

Management Fees												
3,629.28	3.00%	23,040.00	2.98%	22,454.04	2.98%	Base Fee	62,743.35	2.99%	204,722.00	2.98%	205,010.58	2.98%
<u>\$3,629.28</u>	<u>3.00%</u>	<u>\$23,040.00</u>	<u>2.98%</u>	<u>\$22,454.04</u>	<u>2.98%</u>	Total Management Fees	<u>\$62,743.35</u>	<u>2.99%</u>	<u>\$204,722.00</u>	<u>2.98%</u>	<u>\$205,010.58</u>	<u>2.98%</u>



<div>  <div> <div>Current Month</div> <div> <div>Actual</div> <div>Budget</div> <div>Actual</div> </div> </div> </div>						<div> <div>Year-To-Date</div> <div> <div>Actual</div> <div>Budget</div> <div>Actual</div> </div> </div>					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
<div> <div>Non Operating Income</div> <div> <div>Non Operating Income</div> <div>Interest Income</div> <div>Total Non Operating Income Fees</div> </div> </div>											
	0.00%	0.00	0.00%	-	0.00%		0.00%	423.00	0.01%	422.65	0.01%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$423.00	0.01%	\$422.65	0.01%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
47,411.18	39.19%	47,411.00	6.13%	46,075.00	6.12%	474,111.80	22.58%	474,110.00	6.91%	460,750.00	6.70%
47,411.18	39.19%	47,411.00	6.13%	46,075.00	6.12%	474,111.80	22.58%	474,110.00	6.91%	460,750.00	6.70%
Property and Other Taxes											
20,822.00	17.21%	20,822.00	2.69%	20,822.00	2.76%	208,220.00	9.92%	208,220.00	3.03%	207,096.66	3.01%
20,822.00	17.21%	20,822.00	2.69%	20,822.00	2.76%	208,220.00	9.92%	208,220.00	3.03%	207,096.66	3.01%
Insurance											
9,416.96	7.78%	8,725.00	1.13%	8,850.15	1.18%	87,946.31	4.19%	87,250.00	1.27%	65,231.27	0.95%
483.00	0.40%	483.00	0.06%	469.00	0.06%	4,830.00	0.23%	4,830.00	0.07%	4,690.00	0.07%
7,279.39	6.02%	3,522.00	0.46%	3,521.56	0.47%	55,168.44	2.63%	35,220.00	0.51%	35,215.68	0.51%
17,179.35	14.20%	12,730.00	1.65%	12,840.71	1.70%	147,944.75	7.04%	127,300.00	1.85%	105,136.95	1.53%
\$85,412.53	70.60%	\$80,963.00	10.47%	\$79,737.71	10.59%	\$830,276.55	39.54%	\$809,630.00	11.79%	\$772,983.61	11.24%



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
-	0.00%		0.00%	2.04	0.00%	Associate Meals	2.44	0.00%		0.00%	131.18	0.00%
(3,671.24)	-3.03%		0.00%	(4,118.31)	-0.55%	PTFB Allocation	(38,001.07)	-1.81%		0.00%	(38,318.18)	-0.56%
3,671.24	3.03%		0.00%	4,116.27	0.55%	Workers' Compensation Insurance	37,998.63	1.81%		0.00%	38,187.00	0.56%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



250 Countryard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Interest												
69,649.17	57.57%	71,816.00	9.29%	71,524.61	9.50%	Interest Expense	698,265.63	33.25%	718,160.00	10.46%	717,192.14	10.43%
\$69,649.17	57.57%	\$71,816.00	9.29%	\$71,524.61	9.50%	Total Interest	\$698,265.63	33.25%	\$718,160.00	10.46%	\$717,192.14	10.43%



250 Courtyard Alexandria
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Other Fixed Expenses											
-	0.00%		0.00%	914.26	0.12%	3,877.96	0.18%		0.00%	10,825.41	0.16%
\$0.00	0.00%	\$0.00	0.00%	\$914.26	0.12%	\$3,877.96	0.18%	\$0.00	0.00%	\$10,825.41	0.16%
Total Other Fixed Expenses											



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
4,402		4,402		4,402		43,310		43,310		43,168	
2,400		3,799		3,779		27,251		38,350		38,181	
54.52%		86.30%		85.85%		62.92%		88.55%		88.45%	
169.62		184.67		182.68		158.92		184.62		182.13	
92.48		159.37		156.82		99.99		163.48		161.09	
Revenue											
392,906.94	96.52%	656,547.00	93.59%	654,800.22	94.85%	4,172,889.88	96.36%	6,581,241.00	92.95%	6,573,118.63	94.53%
-	0.00%	45,000.00	6.41%	20,256.84	2.93%	93,643.69	2.16%	498,940.00	7.05%	302,173.05	4.35%
14,212.69	3.49%	0.00	0.00%	15,279.22	2.21%	70,620.79	1.63%	0.00	0.00%	78,601.75	1.13%
(27.63)	-0.01%	0.00	0.00%	(6.59)	0.00%	(6,506.63)	-0.15%	0.00	0.00%	(169.94)	0.00%
407,092.00	100.00%	701,547.00	100.00%	690,329.69	100.00%	4,330,647.73	100.00%	7,080,181.00	100.00%	6,953,723.49	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
5,530.56	1.36%	5,133.00	0.73%	2,834.68	0.41%	47,278.80	1.09%	43,784.00	0.62%	26,725.32	0.38%
10,577.30	2.60%	16,020.00	2.28%	10,653.26	1.54%	91,319.34	2.11%	151,696.00	2.14%	132,179.63	1.90%
10,972.12	2.70%	22,010.00	3.14%	13,658.56	1.98%	122,813.02	2.84%	218,801.00	3.09%	181,724.90	2.61%
3,707.47	0.91%	4,853.00	0.69%	5,286.36	0.77%	47,730.07	1.10%	46,790.00	0.66%	51,227.85	0.74%
2,797.21	0.69%	9,163.00	1.31%	7,869.50	1.14%	44,290.15	1.02%	90,300.00	1.28%	83,943.77	1.21%
24,290.90	5.97%	19,800.00	2.82%	37,623.14	5.45%	189,140.88	4.37%	200,861.00	2.84%	260,818.83	3.75%
57,875.56	14.22%	76,979.00	10.97%	77,925.50	11.29%	542,572.26	12.53%	752,232.00	10.62%	736,620.30	10.59%
-	0.00%	346.00	0.05%	-	0.00%	1,041.46	0.02%	3,385.00	0.05%	3,984.92	0.06%
57,875.56	14.22%	77,325.00	11.02%	77,925.50	11.29%	543,613.72	12.55%	755,617.00	10.67%	740,605.22	10.65%
Payroll-Related Expenses											
2,672.47	0.66%	4,808.00	0.69%	3,443.12	0.50%	32,706.19	0.76%	53,838.00	0.76%	47,212.20	0.68%
1,336.20	0.33%	1,830.00	0.26%	1,255.09	0.18%	22,026.63	0.51%	25,244.00	0.36%	23,987.74	0.34%
3,946.57	0.97%	5,393.00	0.77%	5,219.03	0.76%	47,453.82	1.10%	53,899.00	0.76%	52,127.42	0.75%
7,955.24	1.95%	12,031.00	1.71%	9,917.24	1.44%	102,186.64	2.36%	132,981.00	1.88%	123,327.36	1.77%
65,830.80	16.17%	89,356.00	12.74%	87,842.74	12.72%	645,800.36	14.91%	888,598.00	12.55%	863,932.58	12.42%
Other Expenses											
713.20	0.18%	1,193.00	0.17%	825.47	0.12%	10,681.40	0.25%	12,041.00	0.17%	11,819.96	0.17%
2,549.23	0.63%	3,609.00	0.51%	3,037.57	0.44%	25,334.14	0.58%	36,433.00	0.51%	36,519.70	0.53%
2,027.09	0.50%	2,621.00	0.37%	1,291.32	0.19%	16,041.27	0.37%	26,461.00	0.37%	25,182.30	0.36%
2,856.77	0.70%	2,887.00	0.41%	2,668.51	0.39%	19,173.52	0.44%	29,145.00	0.41%	28,773.17	0.41%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	50.72	0.00%
-	0.00%	456.00	0.06%	313.13	0.05%	1,138.79	0.03%	4,601.00	0.06%	4,525.68	0.07%
6,273.92	1.54%	11,397.00	1.62%	12,734.37	1.84%	64,845.79	1.50%	115,050.00	1.62%	117,328.82	1.69%
185.11	0.05%	-	0.00%	4,225.56	0.61%	3,988.71	0.09%	-	0.00%	16,261.28	0.23%
1,675.21	0.41%	1,406.00	0.20%	1,552.24	0.22%	12,290.34	0.28%	14,190.00	0.20%	13,943.80	0.20%
-	0.00%	-	0.00%	-	0.00%	303.00	0.01%	-	0.00%	356.98	0.01%
-	0.00%	190.00	0.03%	-	0.00%	17.00	0.00%	1,919.00	0.03%	4,986.24	0.07%
2,082.91	0.51%	2,050.00	0.29%	2,637.22	0.38%	31,233.73	0.72%	21,537.00	0.30%	26,910.07	0.39%
17,021.43	4.18%	30,517.00	4.35%	32,620.17	4.73%	177,968.96	4.11%	303,372.00	4.28%	319,083.96	4.59%
-	0.00%	0.00	0.00%	3,687.40	0.53%	-	0.00%	1,000.00	0.01%	4,070.47	0.06%
7,514.47	1.85%	13,297.00	1.90%	13,849.91	2.01%	88,561.37	2.04%	134,227.00	1.90%	133,472.63	1.92%
-	0.00%	500.00	0.07%	207.46	0.03%	1,350.45	0.03%	5,000.00	0.07%	3,854.34	0.06%
-	0.00%	570.00	0.08%	900.55	0.13%	1,555.93	0.04%	5,753.00	0.08%	6,029.13	0.09%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	3.00	0.00%	2.86	0.00%
324.60	0.08%	129.00	0.02%	-	0.00%	597.50	0.01%	1,304.00	0.02%	1,055.69	0.02%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	32.48	0.00%
43,223.94	10.62%	70,822.00	10.10%	80,550.88	11.67%	455,081.90	10.51%	712,036.00	10.06%	754,260.28	10.85%
109,054.74	26.79%	160,178.00	22.83%	168,393.62	24.39%	1,100,882.26	25.42%	1,600,634.00	22.61%	1,618,192.86	23.27%
\$298,037.26	73.21%	\$541,369.00	77.17%	\$521,936.07	75.61%	\$3,229,765.47	74.58%	\$5,479,547.00	77.39%	\$5,335,530.63	76.73%



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
October 2020	October 2020	October 2019	October 2020	October 2020	October 2019



200 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Food Department Schedule											
Revenue											
-	0.00%	1,852.00	11.36%	1,378.57	5.88%	1,861.33	6.74%	18,696.00	12.74%	16,227.87	11.89%
-	0.00%	5,000.00	30.68%	9,648.65	41.17%	7,101.45	25.72%	45,500.00	31.00%	41,946.95	30.73%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	149.00	0.11%
-	0.00%	6,852.00	42.04%	11,027.22	47.06%	8,962.78	32.46%	64,196.00	43.74%	58,323.82	42.73%
Other Revenue											
-	0.00%	1,140.00	6.99%	2,080.00	8.88%	905.00	3.28%	9,918.00	6.76%	10,360.00	7.59%
400.00	81.97%	6,000.00	36.81%	6,350.00	27.10%	13,904.46	50.36%	52,200.00	35.57%	48,659.00	35.65%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	100.00	0.07%
88.00	18.03%	2,307.00	14.15%	3,977.34	16.97%	3,838.13	13.90%	20,446.00	13.93%	19,057.96	13.96%
488.00	100.00%	9,447.00	57.96%	12,407.34	52.94%	18,647.59	67.54%	82,564.00	56.26%	78,176.96	57.27%
488.00	100.00%	16,299.00	100.00%	23,434.56	100.00%	27,610.37	100.00%	146,760.00	100.00%	136,500.78	100.00%
Cost of Food											
-	0.00%	2,604.00	38.00%	2,462.88	22.33%	4,478.49	49.97%	24,394.00	38.00%	24,299.11	41.66%
-	0.00%	2,604.00	38.00%	2,462.88	22.33%	4,478.49	49.97%	24,394.00	38.00%	24,299.11	41.66%
Cost of Other Revenue											
-	0.00%		0.00%	248.26	11.94%		0.00%		0.00%	1,203.27	11.61%
-	0.00%	0.00	0.00%	-	0.00%	385.98	1.40%	0.00	0.00%	127.73	0.09%
-	0.00%	-	0.00%	248.26	2.00%	385.98	2.07%	-	0.00%	1,331.00	1.70%
-	0.00%	2,604.00	15.98%	2,711.14	11.57%	4,864.47	17.62%	24,394.00	16.62%	25,630.11	18.78%
488.00	100.00%	13,695.00	84.02%	20,723.42	88.43%	22,745.90	82.38%	122,366.00	83.38%	110,870.67	81.22%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
	0.00%		0.00%	448.50	1.91%		0.00%		0.00%	11,684.12	8.56%
-	0.00%	1,153.00	7.07%	1,430.31	6.10%	1,722.93	6.24%	10,224.00	6.97%	8,489.56	6.22%
-	0.00%	1,153.00	7.07%	1,878.81	8.02%	1,722.93	6.24%	10,224.00	6.97%	20,173.68	14.78%
-	0.00%	1,153.00	7.07%	1,878.81	8.02%	1,722.93	6.24%	10,224.00	6.97%	20,173.68	14.78%
Payroll-Related Expenses											
	0.00%		0.00%	-	0.00%		0.00%		0.00%	650.16	0.48%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	45.57	0.03%
-	0.00%		0.00%	88.91	0.38%	14.74	0.05%		0.00%	833.41	0.61%
-	0.00%	-	0.00%	88.91	0.38%	14.74	0.05%	-	0.00%	1,529.14	1.12%
-	0.00%	1,153.00	7.07%	1,967.72	8.40%	1,737.67	6.29%	10,224.00	6.97%	21,702.82	15.90%
Other Expenses											
	0.00%		0.00%	-	0.00%		0.00%		0.00%	290.00	0.21%
-	0.00%		0.00%		0.00%	274.99	1.00%		0.00%		0.00%
-	0.00%	-	0.00%	-	0.00%	274.99	1.00%	-	0.00%	290.00	0.21%
-	0.00%	1,153.00	7.07%	1,967.72	8.40%	2,012.66	7.29%	10,224.00	6.97%	21,992.82	16.11%
\$488.00	100.00%	\$12,542.00	76.95%	\$18,755.70	80.03%	\$20,733.24	75.09%	\$112,142.00	76.41%	\$88,877.85	65.11%



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Hersha Hospitality Management LP
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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	5,338.00	100.00%	5,723.69	100.00%	8,643.11	104.44%	53,905.00	100.00%	53,710.65	101.15%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	460.76	0.87%
-	0.00%	0.00	0.00%	-	0.00%	(367.78)	-4.44%	0.00	0.00%	(1,072.80)	-2.02%
-	0.00%	5,338.00	100.00%	5,723.69	100.00%	8,275.33	100.00%	53,905.00	100.00%	53,098.61	100.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	5,338.00	100.00%	5,723.69	100.00%	8,275.33	100.00%	53,905.00	100.00%	53,098.61	100.00%
-	0.00%	1,499.00	28.08%	3,206.66	56.02%	2,205.23	26.65%	15,124.00	28.06%	17,568.01	33.09%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	1,499.00	28.08%	3,206.66	56.02%	2,205.23	26.65%	15,124.00	28.06%	17,761.74	33.45%
-	0.00%	3,839.00	71.92%	2,517.03	43.98%	6,070.10	73.35%	38,781.00	71.94%	35,336.87	66.55%
Expenses											
Payroll and Related Expenses											
-	0.00%	2,410.00	45.15%	2,426.83	42.40%	6,807.87	82.27%	23,135.00	42.92%	23,684.06	44.60%
-	0.00%	2,410.00	45.15%	2,426.83	42.40%	6,807.87	82.27%	23,135.00	42.92%	23,684.06	44.60%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	243.23	0.46%
-	0.00%	2,410.00	45.15%	2,426.83	42.40%	6,807.87	82.27%	23,135.00	42.92%	23,927.29	45.06%
-	0.00%	237.00	4.44%	439.39	7.68%	736.95	8.91%	2,824.00	5.24%	4,380.11	8.25%
-	0.00%	100.00	1.87%	(54.84)	-0.96%	(75.75)	-0.92%	1,000.00	1.86%	1,107.23	2.09%
-	0.00%	75.00	1.41%	84.05	1.47%	386.30	4.67%	750.00	1.39%	749.01	1.41%
-	0.00%	412.00	7.72%	468.60	8.19%	1,047.50	12.66%	4,574.00	8.49%	6,236.35	11.74%
-	0.00%	2,822.00	52.87%	2,895.43	50.59%	7,855.37	94.93%	27,709.00	51.40%	30,163.64	56.81%
Other Expenses											
80.40	0.00%	250.00	4.68%	101.28	1.77%	1,366.93	16.52%	2,500.00	4.64%	1,868.85	3.52%
80.40	0.00%	250.00	4.68%	101.28	1.77%	1,366.93	16.52%	2,500.00	4.64%	1,881.85	3.54%
80.40	0.00%	3,072.00	57.55%	2,996.71	52.36%	9,222.30	111.44%	30,209.00	56.04%	32,045.49	60.35%
(\$80.40)	0.00%	\$767.00	14.37%	(\$479.68)	-8.38%	(\$3,152.20)	-38.09%	\$8,572.00	15.90%	\$3,291.38	6.20%



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Hersha Hospitality Management LP
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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

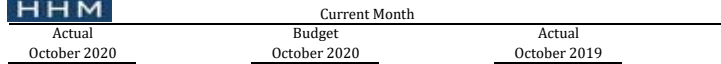
Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



Current Month							Year-To-Date					
Actual October 2020		Budget October 2020		Actual October 2019			Actual October 2020		Budget October 2020		Actual October 2019	
Other / Miscellaneous												
Revenue												
2,598.69	43.35%	5,319.00	65.14%	5,319.57	66.70%	Gift & Market Shop Taxable	40,076.48	44.14%	53,690.00	65.34%	52,106.42	53.62%
21.00	0.35%	266.00	3.26%	165.00	2.07%	Guest Laundry/Valet	167.00	0.18%	2,685.00	3.27%	3,060.75	3.15%
3,375.00	56.30%	2,580.00	31.60%	2,491.00	31.23%	Other Miscellaneous Revenue	36,277.49	39.95%	25,800.00	31.40%	27,387.30	28.18%
-	0.00%		0.00%	-	0.00%	Audit Results	14,278.64	15.73%		0.00%	14,626.14	15.05%
5,994.69	100.00%	8,165.00	100.00%	7,975.57	100.00%	Total Other/Miscellaneous Revenue	90,799.61	100.00%	82,175.00	100.00%	97,180.61	100.00%
Cost of Sales												
3,355.51	129.12%	2,659.00	49.99%	3,138.04	58.99%	Cost of Gift Shop Merchandise	17,700.28	44.17%	26,845.00	50.00%	29,382.11	56.39%
-	0.00%	239.00	89.85%	363.32	220.19%	Cost of Guest Laundry/Valet	134.00	80.24%	2,416.00	89.98%	3,314.49	108.29%
3,355.51	55.97%	2,898.00	35.49%	3,501.36	43.90%	Total Other/Miscellaneous Cost of Sales	17,834.28	19.64%	29,261.00	35.61%	32,696.60	33.65%
\$2,639.18	44.03%	\$5,267.00	64.51%	\$4,474.21	56.10%	Departmental Income (Loss)	\$72,965.33	80.36%	\$52,914.00	64.39%	\$64,484.01	66.35%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rentals and Other Income											
Revenue											
-	0.00%	30.00	100.00%	19.00	2.26%	463.25	26.45%	305.00	100.00%	227.95	2.35%
0.49	1633.33%		0.00%		0.00%	0.49	0.03%		0.00%		0.00%
(0.46)	-1533.33%	0.00	0.00%	750.00	89.31%	1,287.83	73.52%	0.00	0.00%	9,394.50	96.92%
-	0.00%		0.00%	70.74	8.42%	-	0.00%		0.00%	70.74	0.73%
0.03	100.00%	30.00	100.00%	839.74	100.00%	1,751.57	100.00%	305.00	100.00%	9,693.19	100.00%
Total Rentals and Other Income											
\$0.03	100.00%	\$30.00	100.00%	\$839.74	100.00%	\$1,751.57	100.00%	\$305.00	100.00%	\$9,693.19	100.00%



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Hersha Hospitality Management LP
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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Sales and Marketing											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
3,198.45	0.77%	11,827.00	1.62%	2,584.64	0.35%	49,543.83	1.11%	108,360.00	1.47%	58,009.79	0.80%
1,166.00	0.28%	2,832.00	0.39%	2,123.98	0.29%	3,277.29	0.07%	25,024.00	0.34%	18,938.20	0.26%
-	0.00%		0.00%	6,448.30	0.89%	440.00	0.01%		0.00%	6,448.30	0.09%
4,364.45	1.06%	14,659.00	2.00%	11,156.92	1.53%	53,261.12	1.19%	133,384.00	1.81%	83,396.29	1.15%
-	0.00%	1,200.00	0.16%	1,458.00	0.20%	-	0.00%	9,900.00	0.13%	3,370.50	0.05%
4,364.45	1.06%	15,859.00	2.17%	12,614.92	1.73%	53,261.12	1.19%	143,284.00	1.95%	86,766.79	1.20%
Payroll-Related Expenses											
283.30	0.07%	1,236.00	0.17%	347.66	0.05%	4,222.26	0.09%	12,367.00	0.17%	7,143.90	0.10%
111.95	0.03%	85.00	0.01%	(33.62)	0.00%	1,869.24	0.04%	2,450.00	0.03%	5,051.68	0.07%
552.31	0.13%	1,908.00	0.26%	707.04	0.10%	3,752.79	0.08%	18,921.00	0.26%	14,340.55	0.20%
947.56	0.23%	3,229.00	0.44%	1,021.08	0.14%	9,844.29	0.22%	33,738.00	0.46%	26,536.13	0.37%
5,312.01	1.28%	19,088.00	2.61%	13,636.00	1.87%	63,105.41	1.42%	177,022.00	2.40%	113,302.92	1.56%
Other Expenses											
-	0.00%		0.00%	-	0.00%	252.62	0.01%		0.00%	144.05	0.00%
-	0.00%		0.00%	-	0.00%		0.00%		0.00%	982.43	0.01%
740.43	0.18%	1,269.00	0.17%	310.25	0.04%	16,522.78	0.37%	19,330.00	0.26%	16,724.83	0.23%
-	0.00%	0.00	0.00%	54.73	0.01%		0.00%	3,800.00	0.05%	2,870.00	0.04%
307.00	0.07%	1,102.00	0.15%	1,456.53	0.20%	4,100.90	0.09%	10,990.00	0.15%	10,576.40	0.15%
7,857.12	1.90%	14,031.00	1.92%	13,643.20	1.87%	86,482.31	1.94%	141,603.00	1.92%	138,904.65	1.92%
13,917.03	3.37%	35,077.00	4.80%	27,354.73	3.76%	184,782.14	4.14%	321,378.00	4.36%	278,493.57	3.84%
8,645.57	2.09%	15,434.00	2.11%	13,963.29	1.92%	86,318.75	1.94%	155,763.00	2.12%	152,265.90	2.10%
475.78	0.12%	638.00	0.09%	508.85	0.07%	4,489.42	0.10%	6,670.00	0.09%	5,433.52	0.07%
3,122.00	0.75%	4,269.00	0.58%	4,145.00	0.57%	33,773.27	0.76%	42,690.00	0.58%	41,450.00	0.57%
-	0.00%	0.00	0.00%	350.00	0.05%	1,350.00	0.03%	51.00	0.00%	1,722.00	0.02%
-	0.00%	0.00	0.00%	-	0.00%	93.08	0.00%	123.00	0.00%	45.40	0.00%
6.24	0.00%	10.00	0.00%	5.89	0.00%	102.24	0.00%	100.00	0.00%	111.69	0.00%
-	0.00%		0.00%	-	0.00%	250.00	0.01%		0.00%	87.71	0.00%
-	0.00%	300.00	0.04%	-	0.00%	375.74	0.01%	3,350.00	0.05%	1,460.34	0.02%
512.68	0.12%	787.00	0.11%	776.75	0.11%	5,949.96	0.13%	7,870.00	0.11%	7,767.50	0.11%
-	0.00%	0.00	0.00%	67.30	0.01%		0.00%	450.00	0.01%	67.30	0.00%
-	0.00%	100.00	0.01%	942.47	0.13%	1,106.16	0.02%	4,400.00	0.06%	5,040.80	0.07%
-	0.00%	250.00	0.03%	0.75	0.00%	438.19	0.01%	2,600.00	0.04%	1,062.51	0.01%
-	0.00%	0.00	0.00%	-	0.00%	43.68	0.00%	550.00	0.01%	-	0.00%
35,583.85	8.60%	73,267.00	10.02%	63,579.74	8.73%	426,431.24	9.56%	721,718.00	9.80%	665,210.60	9.18%
\$40,895.86	9.89%	\$92,355.00	12.63%	\$77,215.74	10.60%	\$489,536.65	10.98%	\$898,740.00	12.21%	\$778,513.52	10.74%



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	5,106.00	0.70%	5,307.68	0.73%	16,615.46	0.37%	50,224.00	0.68%	43,883.23	0.61%
3,004.78	0.73%	4,306.00	0.59%	1,924.19	0.26%	31,784.51	0.71%	41,378.00	0.56%	25,673.44	0.35%
4,258.17	1.03%	0.00	0.00%	4,770.24	0.65%	38,675.83	0.87%	0.00	0.00%	21,338.89	0.29%
7,262.95	1.76%	9,412.00	1.29%	12,002.11	1.65%	87,075.80	1.95%	91,602.00	1.24%	90,895.56	1.25%
	0.00%	0.00	0.00%	-	0.00%		0.00%	80.00	0.00%	79.52	0.00%
7,262.95	1.76%	9,412.00	1.29%	12,002.11	1.65%	87,075.80	1.95%	91,682.00	1.25%	90,975.08	1.25%
Payroll-Related Expenses											
197.91	0.05%	787.00	0.11%	510.07	0.07%	4,129.59	0.09%	9,153.00	0.12%	6,780.90	0.09%
83.91	0.02%	120.00	0.02%	237.01	0.03%	2,452.22	0.05%	2,628.00	0.04%	3,776.86	0.05%
133.91	0.03%	774.00	0.11%	787.84	0.11%	4,185.79	0.09%	7,737.00	0.11%	5,791.50	0.08%
415.73	0.10%	1,681.00	0.23%	1,534.92	0.21%	10,767.60	0.24%	19,518.00	0.27%	16,349.26	0.23%
7,678.68	1.86%	11,093.00	1.52%	13,537.03	1.86%	97,843.40	2.19%	111,200.00	1.51%	107,324.34	1.48%
Other Expenses											
784.59	0.19%	1,140.00	0.16%	1,629.65	0.22%	7,700.73	0.17%	11,505.00	0.16%	12,196.15	0.17%
2,347.06	0.57%	1,140.00	0.16%	602.78	0.08%	7,056.47	0.16%	11,505.00	0.16%	10,931.27	0.15%
-	0.00%	0.00	0.00%	-	0.00%	1,758.69	0.04%	1,500.00	0.02%	1,625.87	0.02%
(36.27)	-0.01%	0.00	0.00%	742.68	0.10%	138.53	0.00%	1,500.00	0.02%	2,405.97	0.03%
	0.00%	0.00	0.00%	-	0.00%		0.00%	1,486.00	0.02%	1,485.78	0.02%
2,305.66	0.56%	2,300.00	0.31%	2,248.20	0.31%	25,804.03	0.58%	23,000.00	0.31%	22,364.52	0.31%
357.47	0.09%	1,000.00	0.14%	2,612.50	0.36%	11,036.10	0.25%	15,400.00	0.21%	17,067.32	0.24%
-	0.00%	200.00	0.03%	-	0.00%	61.61	0.00%	800.00	0.01%	86.08	0.00%
112.00	0.03%	112.00	0.02%	111.58	0.02%	1,550.36	0.03%	1,120.00	0.02%	669.48	0.01%
1,174.50	0.28%	1,175.00	0.16%	939.79	0.13%	11,745.00	0.26%	11,750.00	0.16%	9,238.42	0.13%
-	0.00%	0.00	0.00%	49.88	0.01%	29.87	0.00%	300.00	0.00%	521.30	0.01%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	108.08	0.00%
53.88	0.01%	0.00	0.00%	-	0.00%	53.88	0.00%	1,500.00	0.02%	2,136.14	0.03%
381.24	0.09%	373.00	0.05%	373.25	0.05%	4,813.85	0.11%	6,357.00	0.09%	7,405.25	0.10%
-	0.00%	0.00	0.00%	34.13	0.00%	228.64	0.01%	0.00	0.00%	221.10	0.00%
-	0.00%		0.00%	2,800.00	0.38%	4,470.00	0.10%		0.00%	5,612.55	0.08%
-	0.00%	342.00	0.05%	345.38	0.05%	1,532.08	0.03%	3,451.00	0.05%	3,938.78	0.05%
725.00	0.18%	775.00	0.11%	2,035.00	0.28%	9,015.00	0.20%	8,550.00	0.12%	10,422.36	0.14%
-	0.00%	3,001.00	0.41%	1,612.52	0.22%	10,609.33	0.24%	30,295.00	0.41%	29,509.24	0.41%
	0.00%		0.00%	304.46	0.04%		0.00%		0.00%	1,327.65	0.02%
722.92	0.17%	2,500.00	0.34%	4,504.92	0.62%	13,772.74	0.31%	18,100.00	0.25%	20,706.48	0.29%
173.39	0.04%		0.00%	144.53	0.02%	173.39	0.00%		0.00%	432.05	0.01%
351.68	0.09%	1,026.00	0.14%	1,334.18	0.18%	4,431.61	0.10%	10,354.00	0.14%	10,223.27	0.14%
335.31	0.08%	1,026.00	0.14%	712.25	0.10%	9,154.65	0.21%	10,354.00	0.14%	10,332.54	0.14%
-	0.00%		0.00%	78.15	0.01%	72.93	0.00%		0.00%	78.15	0.00%
9,788.43	2.37%	16,110.00	2.20%	23,215.83	3.19%	125,209.49	2.81%	168,827.00	2.29%	181,045.80	2.50%
\$17,467.11	4.22%	\$27,203.00	3.72%	\$36,752.86	5.05%	\$223,052.89	5.00%	\$280,027.00	3.80%	\$288,370.14	3.98%



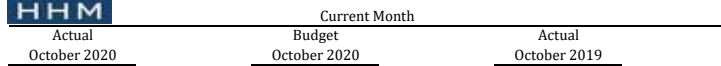
260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020


Current Month							Year-To-Date						
Actual		Budget		Actual			Actual		Budget		Actual		
October 2020		October 2020		October 2019			October 2020		October 2020		October 2019		
Utilities													
				Utilities									
16,242.48	3.93%	15,956.00	2.18%	18,280.38	2.51%	Electricity	161,332.83	3.62%	166,668.00	2.26%	165,080.80	2.28%	
2,214.24	0.54%	2,127.00	0.29%	2,418.11	0.33%	Gas	21,875.22	0.49%	21,476.00	0.29%	20,982.01	0.29%	
5,827.98	1.41%	3,989.00	0.55%	5,997.94	0.82%	Water	45,590.11	1.02%	40,269.00	0.55%	40,893.06	0.56%	
<u>\$24,284.70</u>	<u>5.87%</u>	<u>\$22,072.00</u>	<u>3.02%</u>	<u>\$26,696.43</u>	<u>3.67%</u>	Total Utilities	<u>\$228,798.16</u>	<u>5.13%</u>	<u>\$228,413.00</u>	<u>3.10%</u>	<u>\$226,955.87</u>	<u>3.13%</u>	



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Management Fees											
Management Fees											
12,407.24	3.00%	21,907.00	3.00%	21,806.18	2.99%	133,720.85	3.00%	220,593.00	3.00%	217,251.21	3.00%
\$12,407.24	3.00%	\$21,907.00	3.00%	\$21,806.18	2.99%	\$133,720.85	3.00%	\$220,593.00	3.00%	\$217,251.21	3.00%
Base Fee											
Total Management Fees											



<div>  <div> <div>Current Month</div> <div> <div>Actual</div> <div>Budget</div> <div>Actual</div> </div> </div> </div>						<div> <div>Year-To-Date</div> <div> <div>Actual</div> <div>Budget</div> <div>Actual</div> </div> </div>					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Non Operating Income											
Non Operating Income											
	0.00%	0.00	0.00%	-	0.00%	Interest Income		0.00%	1,008.00	0.01%	1,007.75
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Non Operating Income Fees	\$0.00	0.00%	\$1,008.00	0.01%	\$1,007.75



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
95,216.67	23.02%	97,059.00	13.27%	95,216.67	13.07%	952,166.70	21.35%	961,380.00	13.06%	799,000.00	11.02%
Land and Buildings											
95,216.67	23.02%	97,059.00	13.27%	95,216.67	13.07%	952,166.70	21.35%	961,380.00	13.06%	799,000.00	11.02%
Total Rent											
Property and Other Taxes											
71,011.00	17.17%	49,371.00	6.75%	29,903.00	4.11%	1,200,369.04	26.92%	493,714.00	6.71%	302,409.04	4.17%
Real Estate Taxes											
71,011.00	17.17%	49,371.00	6.75%	29,903.00	4.11%	1,200,369.04	26.92%	493,714.00	6.71%	302,409.04	4.17%
Total Property and Other Taxes											
Insurance											
9,454.34	2.29%	8,772.00	1.20%	8,932.16	1.23%	89,199.58	2.00%	87,720.00	1.19%	55,533.16	0.77%
Building and Contents											
339.00	0.08%	339.00	0.05%	329.00	0.05%	3,390.00	0.08%	3,390.00	0.05%	3,290.00	0.05%
Risk Management											
5,092.01	1.23%	2,200.00	0.30%	2,463.38	0.34%	38,590.96	0.87%	24,367.00	0.33%	24,633.89	0.34%
General Liability Insurance											
14,885.35	3.60%	11,311.00	1.55%	11,724.54	1.61%	131,180.54	2.94%	115,477.00	1.57%	83,457.05	1.15%
Total Insurance											
<u>\$181,113.02</u>	<u>43.79%</u>	<u>\$157,741.00</u>	<u>21.57%</u>	<u>\$136,844.21</u>	<u>18.79%</u>	<u>\$2,283,716.28</u>	<u>51.21%</u>	<u>\$1,570,571.00</u>	<u>21.33%</u>	<u>\$1,184,866.09</u>	<u>16.34%</u>
Total Rent, Property, and Other Taxes, and Insurance											



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019

HHM						Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual		Actual		Actual			
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		October 2020		October 2019			
												Payroll-Related Expenses					
												Payroll Taxes					
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax		-	0.00%	-	0.00%	-	0.00%	-	0.00%		
												Employee Benefits					
(2,485.34)	-0.60%		0.00%	(2,786.61)	-0.38%	PTEB Allocation		(25,722.98)	-0.58%		0.00%	(25,851.64)	-0.36%		-0.36%		
2,485.34	0.60%		0.00%	2,786.61	0.38%	Workers' Compensation Insurance		25,722.98	0.58%		0.00%	25,851.64	0.36%		0.36%		
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits		-	0.00%	-	0.00%	-	0.00%	-	0.00%		
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits		\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%		



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

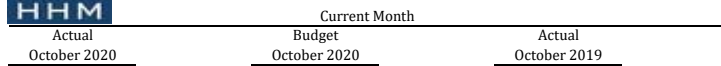
Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



260 Hyatt House Pleasant Hill
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Interest												
Interest												
108,513.87	26.24%	110,534.00	15.11%	110,338.31	15.15%	Interest Expense	1,079,017.80	24.20%	1,105,759.00	15.02%	1,121,243.55	15.47%
\$108,513.87	26.24%	\$110,534.00	15.11%	\$110,338.31	15.15%	Total Interest	\$1,079,017.80	24.20%	\$1,105,759.00	15.02%	\$1,121,243.55	15.47%



Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Other Fixed Expenses												
Other Fixed Expenses												
1,500.00	0.36%		0.00%	2,523.24	0.35%	Owner's Expense	17,967.96	0.40%		0.00%	19,866.48	0.27%
\$1,500.00	0.36%	\$0.00	0.00%	\$2,523.24	0.35%	Total Other Fixed Expenses	\$17,967.96	0.40%	\$0.00	0.00%	\$19,866.48	0.27%



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Rooms Department Schedule												
Room Revenue Component Statistics												
3,968		3,968		3,968		Rooms Available	39,040	39,040		38,912		
1,550		3,412		3,410		Rooms Sold	18,953	33,094		32,965		
39.06%		85.99%		85.94%		% of Occupancy	48.55%	84.77%		84.72%		
151.48		225.23		219.24		Average Daily Rate	166.89	221.45		219.88		
59.17		193.67		188.41		RevPar	81.02	187.72		186.27		
Revenue												
228,346.05	97.25%	693,156.00	90.20%	656,256.35	87.78%	Transient Rooms Revenue	3,026,171.15	95.67%	6,617,723.00	90.30%	6,217,389.58	85.78%
5,656.00	2.41%	75,335.00	9.80%	83,420.05	11.16%	Group Rooms Revenue	100,872.82	3.19%	710,975.00	9.70%	971,472.30	13.40%
1,449.39	0.62%	0.00	0.00%	8,068.78	1.08%	Other Rooms Revenue	37,232.97	1.18%	0.00	0.00%	66,743.52	0.92%
(650.00)	-0.28%	0.00	0.00%	(139.80)	-0.02%	Rooms Allowances	(1,266.75)	-0.04%	0.00	0.00%	(7,288.80)	-0.10%
234,801.44	100.00%	768,491.00	100.00%	747,605.38	100.00%	Total Rooms Revenue	3,163,010.19	100.00%	7,328,698.00	100.00%	7,248,316.60	100.00%
Expenses												
Payroll and Related Expenses												
Salaries, Wages, and Bonuses												
Salaries and Wages												
5,250.00	2.24%	5,250.00	0.68%	2,834.69	0.38%	Rooms Management	46,311.04	1.46%	44,592.00	0.61%	25,173.33	0.35%
9,491.24	4.04%	12,622.00	1.64%	13,596.50	1.82%	Front Desk GSA	89,396.55	2.83%	121,996.00	1.66%	109,677.66	1.51%
14,234.00	6.06%	32,206.00	4.19%	21,002.47	2.81%	Housekeeping Wages	137,795.16	4.36%	296,941.00	4.05%	200,045.85	2.76%
4,464.82	1.90%	4,387.00	0.57%	3,251.67	0.43%	Night Audit	41,981.48	1.33%	42,148.00	0.58%	36,653.68	0.51%
-	0.00%	5,321.00	0.69%	4,613.54	0.62%	Breakfast Bar	10,653.11	0.34%	51,168.00	0.70%	20,866.11	0.29%
6,452.73	2.75%	3,700.00	0.48%	27,246.79	3.64%	Rooms Contract Labor	66,300.89	2.10%	119,000.00	1.62%	262,248.25	3.62%
39,892.79	16.99%	63,486.00	8.26%	72,545.66	9.70%	Total Salaries and Wages	392,438.23	12.41%	675,845.00	9.22%	654,664.88	9.03%
	0.00%	50.00	0.01%	-	0.00%	Bonuses & Incentives		0.00%	500.00	0.01%	539.00	0.01%
39,892.79	16.99%	63,536.00	8.27%	72,545.66	9.70%	Total Salaries, Wages, and Bonuses	392,438.23	12.41%	676,345.00	9.23%	655,203.88	9.04%
Payroll-Related Expenses												
2,453.37	1.04%	4,819.00	0.63%	3,731.13	0.50%	Payroll Taxes	30,620.96	0.97%	52,386.00	0.71%	38,827.83	0.54%
1,116.41	0.48%	1,571.00	0.20%	1,522.53	0.20%	Supplemental Pay	19,297.51	0.61%	22,558.00	0.31%	22,217.73	0.31%
5,404.44	2.30%	5,018.00	0.65%	4,666.64	0.62%	Employee Benefits	61,981.14	1.96%	50,238.00	0.69%	48,151.66	0.66%
8,974.22	3.82%	11,408.00	1.48%	9,920.30	1.33%	Total Payroll-Related Benefits	111,899.61	3.54%	125,182.00	1.71%	109,197.22	1.51%
48,867.01	20.81%	74,944.00	9.75%	82,465.96	11.03%	Total Payroll and Related Expenses	504,337.84	15.94%	801,527.00	10.94%	764,401.10	10.55%
Other Expenses												
464.28	0.20%	1,365.00	0.18%	1,307.85	0.17%	Cleaning Supplies	5,809.86	0.18%	13,237.00	0.18%	12,756.56	0.18%
1,557.90	0.66%	4,094.00	0.53%	2,770.83	0.37%	Guest Supplies	17,884.97	0.57%	40,132.00	0.55%	34,058.48	0.47%
819.26	0.35%	2,593.00	0.34%	2,380.15	0.32%	Operating Supplies	9,295.76	0.29%	25,431.00	0.35%	23,279.40	0.32%
(769.41)	-0.33%	2,627.00	0.34%	2,292.89	0.31%	Linen	10,707.56	0.34%	25,482.00	0.35%	25,614.74	0.35%
-	0.00%	375.00	0.05%	357.99	0.05%	VIP Amenities/Comp Gifts	334.32	0.01%	3,640.00	0.05%	3,224.84	0.04%
2,445.39	1.04%	12,113.00	1.58%	11,163.13	1.49%	Complimentary Breakfast Food &	40,295.55	1.27%	117,484.00	1.60%	112,645.37	1.55%
	0.00%		0.00%	-	0.00%	Guest Relocation		0.00%		0.00%	750.61	0.01%
442.64	0.19%	1,126.00	0.15%	491.15	0.07%	Laundry & Dry Cleaning	4,524.51	0.14%	10,922.00	0.15%	9,573.95	0.13%
	0.00%		0.00%	-	0.00%	Training - Hotel		0.00%		0.00%	359.27	0.00%
-	0.00%	250.00	0.03%	400.45	0.05%	Guest Transportation	391.00	0.01%	2,500.00	0.03%	3,507.32	0.05%
1,897.27	0.81%	1,875.00	0.24%	2,417.22	0.32%	Cable / Satellite Television	18,450.60	0.58%	18,750.00	0.26%	24,510.59	0.34%
10,051.74	4.28%	24,592.00	3.20%	20,470.91	2.74%	Commissions	105,165.51	3.32%	234,518.00	3.20%	226,865.74	3.13%
-	0.00%	0.00	0.00%	-	0.00%	Commissions & Rebates - Group	-	0.00%	3,000.00	0.04%	56,968.00	0.79%
4,457.70	1.90%	14,501.00	1.89%	14,791.70	1.98%	Reservations	70,623.79	2.23%	140,650.00	1.92%	140,717.10	1.94%
	0.00%		0.00%	-	0.00%	Uniform Laundry		0.00%		0.00%	(81.67)	0.00%
-	0.00%	0.00	0.00%	412.91	0.06%	Contract Services	-	0.00%	450.00	0.01%	2,556.30	0.04%
-	0.00%	150.00	0.02%	523.41	0.07%	Uniforms	2,702.98	0.09%	4,900.00	0.07%	6,985.24	0.10%
	0.00%		0.00%	-	0.00%	Office Supplies		0.00%		0.00%	2.86	0.00%
21,366.77	9.10%	65,661.00	8.54%	59,780.59	8.00%	Total Other Expenses	286,186.41	9.05%	641,096.00	8.75%	684,294.70	9.44%
70,233.78	29.91%	140,605.00	18.30%	142,246.55	19.03%	Total Expenses	790,524.25	24.99%	1,442,623.00	19.68%	1,448,695.80	19.99%
\$164,567.66	70.09%	\$627,886.00	81.70%	\$605,358.83	80.97%	Departmental Income (Loss)	\$2,372,485.94	75.01%	\$5,886,075.00	80.32%	\$5,799,620.80	80.01%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Food Department Schedule											
Revenue											
-	0.00%	1,767.00	10.40%	1,371.89	8.44%	3,799.99	10.02%	17,143.00	10.76%	12,874.02	9.24%
-	0.00%	6,500.00	38.26%	4,847.00	29.83%	15,464.00	40.77%	57,400.00	36.03%	49,659.40	35.66%
-	0.00%		0.00%		0.00%	13.98	0.04%		0.00%		0.00%
-	0.00%	8,267.00	48.67%	6,218.89	38.28%	19,277.97	50.83%	74,543.00	46.79%	62,533.42	44.90%
Other Revenue											
-	0.00%	1,148.00	6.76%	960.00	5.91%	2,375.00	6.26%	10,150.00	6.37%	8,280.00	5.95%
-	0.00%	4,500.00	26.49%	3,100.00	19.08%	7,775.00	20.50%	39,800.00	24.98%	31,850.00	22.87%
-	0.00%	400.00	2.35%	3,285.00	20.22%	2,350.00	6.20%	11,200.00	7.03%	13,877.01	9.96%
-	0.00%	2,672.00	15.73%	2,682.24	16.51%	6,151.42	16.22%	23,614.00	14.82%	22,721.26	16.32%
-	0.00%	8,720.00	51.33%	10,027.24	61.72%	18,651.42	49.17%	84,764.00	53.21%	76,728.27	55.10%
-	0.00%	16,987.00	100.00%	16,246.13	100.00%	37,929.39	100.00%	159,307.00	100.00%	139,261.69	100.00%
Cost of Food											
-	0.00%	2,067.00	25.00%	1,752.75	28.18%	3,578.82	18.56%	18,635.00	25.00%	15,579.33	24.91%
-	0.00%	2,067.00	25.00%	1,752.75	28.18%	3,578.82	18.56%	18,635.00	25.00%	15,579.33	24.91%
Cost of Other Revenue											
-	0.00%	150.00	0.88%	10.35	0.06%	47.82	0.13%	1,500.00	0.94%	2,059.82	1.48%
-	0.00%	150.00	1.72%	10.35	0.10%	47.82	0.26%	1,500.00	1.77%	2,059.82	2.68%
-	0.00%	2,217.00	13.05%	1,763.10	10.85%	3,626.64	9.56%	20,135.00	12.64%	17,639.15	12.67%
-	0.00%	14,770.00	86.95%	14,483.03	89.15%	34,302.75	90.44%	139,172.00	87.36%	121,622.54	87.33%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	2,604.00	15.33%	2,386.58	14.69%	5,741.40	15.14%	25,620.00	16.08%	19,453.13	13.97%
-	0.00%	1,470.00	8.65%	1,323.57	8.15%	3,024.50	7.97%	12,989.00	8.15%	9,929.59	7.13%
-	0.00%	4,074.00	23.98%	3,710.15	22.84%	8,765.90	23.11%	38,609.00	24.24%	29,382.72	21.10%
-	0.00%	4,074.00	23.98%	3,710.15	22.84%	8,765.90	23.11%	38,609.00	24.24%	29,382.72	21.10%
Payroll-Related Expenses											
-	0.00%	339.00	2.00%	236.08	1.45%	755.73	1.99%	3,842.00	2.41%	1,563.57	1.12%
-	0.00%	81.00	0.48%	73.65	0.45%	119.92	0.32%	1,174.00	0.74%	1,077.12	0.77%
-	0.00%	66.00	0.39%	1,622.14	9.98%	6,291.99	16.59%	660.00	0.41%	3,853.05	2.77%
-	0.00%	486.00	2.86%	1,931.87	11.89%	7,167.64	18.90%	5,676.00	3.56%	6,493.74	4.66%
-	0.00%	4,560.00	26.84%	5,642.02	34.73%	15,933.54	42.01%	44,285.00	27.80%	35,876.46	25.76%
Other Expenses											
	0.00%	0.00	0.00%	-	0.00%		0.00%	150.00	0.09%	34.07	0.02%
	0.00%	0.00	0.00%	-	0.00%		0.00%	200.00	0.13%	240.81	0.17%
	0.00%	0.00	0.00%	-	0.00%		0.00%	2,443.00	1.53%	2,443.08	1.75%
-	0.00%	0.00	0.00%	-	0.00%	43.52	0.11%	300.00	0.19%	99.62	0.07%
	0.00%	0.00	0.00%	106.99	0.66%		0.00%	150.00	0.09%	106.99	0.08%
	0.00%	0.00	0.00%	-	0.00%		0.00%	386.00	0.24%	85.06	0.06%
	0.00%	481.00	2.83%	-	0.00%		0.00%	964.00	0.61%	1,107.52	0.80%
-	0.00%	481.00	2.83%	106.99	0.66%	43.52	0.11%	4,593.00	2.88%	4,117.15	2.96%
-	0.00%	5,041.00	29.68%	5,749.01	35.39%	15,977.06	42.12%	48,878.00	30.68%	39,993.61	28.72%
\$0.00	0.00%	\$9,729.00	57.27%	\$8,734.02	53.76%	\$18,325.69	48.32%	\$90,294.00	56.68%	\$81,628.93	58.62%



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Hersha Hospitality Management LP
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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	4,556.00	100.00%	4,041.00	103.39%	9,836.01	100.07%	46,327.00	100.00%	41,307.49	101.19%
-	0.00%	0.00	0.00%	(132.56)	-3.39%	(6.65)	-0.07%	0.00	0.00%	(486.94)	-1.19%
-	0.00%	4,556.00	100.00%	3,908.44	100.00%	9,829.36	100.00%	46,327.00	100.00%	40,820.55	100.00%
Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	4,556.00	100.00%	3,908.44	100.00%	9,829.36	100.00%	46,327.00	100.00%	40,820.55	100.00%
-	0.00%	1,425.00	31.28%	1,493.84	38.22%	3,079.55	31.33%	9,372.00	20.23%	10,134.55	24.83%
Cost of Beverage Sales											
-	0.00%	-	0.00%	-	0.00%	5.00	0.00%	-	0.00%	-	0.00%
-	0.00%	-	0.00%	-	0.00%	5.00	0.00%	-	0.00%	-	0.00%
-	0.00%	1,425.00	31.28%	1,493.84	38.22%	3,084.55	31.38%	9,372.00	20.23%	10,134.55	24.83%
-	0.00%	3,131.00	68.72%	2,414.60	61.78%	6,744.81	68.62%	36,955.00	79.77%	30,686.00	75.17%
Expenses											
Payroll and Related Expenses											
	0.00%	0.00	0.00%	-	0.00%		0.00%	1,134.00	2.45%	1,134.14	2.78%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,134.00	2.45%	1,134.14	2.78%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	1,134.00	2.45%	1,134.14	2.78%
Payroll-Related Expenses											
	0.00%	5.00	0.11%	30.23	0.77%		0.00%	136.00	0.29%	339.37	0.83%
	0.00%	61.00	1.34%	(5.37)	-0.14%		0.00%	610.00	1.32%	(0.00)	0.00%
	0.00%	1.00	0.02%	(0.48)	-0.01%		0.00%	10.00	0.02%	9.06	0.02%
-	0.00%	67.00	1.47%	24.38	0.62%	-	0.00%	756.00	1.63%	348.43	0.85%
-	0.00%	67.00	1.47%	24.38	0.62%	-	0.00%	1,890.00	4.08%	1,482.57	3.63%
Other Expenses											
	0.00%	0.00	0.00%	-	0.00%		0.00%	45.00	0.10%	45.29	0.11%
31.36	0.00%	30.00	0.66%	31.36	0.80%	341.60	3.48%	321.00	0.69%	323.44	0.79%
31.36	0.00%	30.00	0.66%	31.36	0.80%	341.60	3.48%	366.00	0.79%	368.73	0.90%
31.36	0.00%	97.00	2.13%	55.74	1.43%	341.60	3.48%	2,256.00	4.87%	1,851.30	4.54%
(\$31.36)	0.00%	\$3,034.00	66.59%	\$2,358.86	60.35%	\$6,403.21	65.14%	\$34,699.00	74.90%	\$28,834.70	70.64%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
October 2020	October 2020	October 2019	October 2020	October 2020	October 2019



201 Hyatt House, Pleasanton
Hersha Hospitality Management LP
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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019

1,608.22	46.27%	4,265.00	68.80%	4,062.97	54.47%
-	0.00%	409.00	6.60%	534.00	7.16%
1,867.79	53.73%	1,525.00	24.60%	2,861.70	38.37%
-	0.00%	-	0.00%	-	0.00%
3,476.01	100.00%	6,199.00	100.00%	7,458.67	100.00%
890.17	55.35%	2,081.00	48.79%	2,598.42	63.95%
-	0.00%	315.00	77.02%	521.72	97.70%
890.17	25.61%	2,396.00	38.65%	3,120.14	41.83%
\$2,585.84	74.39%	\$3,803.00	61.35%	\$4,338.53	58.17%

23,685.11	61.93%	46,849.00	70.51%	41,647.48	64.96%
264.30	0.69%	3,971.00	5.98%	4,211.98	6.57%
13,922.04	36.40%	15,625.00	23.52%	15,234.02	23.76%
371.36	0.97%		0.00%	3,016.17	4.70%
38,242.81	100.00%	66,445.00	100.00%	64,109.65	100.00%
11,722.85	49.49%	22,861.00	48.80%	20,898.48	50.18%
285.89	108.17%	3,059.00	77.03%	3,247.30	77.10%
12,008.74	31.40%	25,920.00	39.01%	24,145.78	37.66%
\$26,234.07	68.60%	\$40,525.00	60.99%	\$39,963.87	62.34%



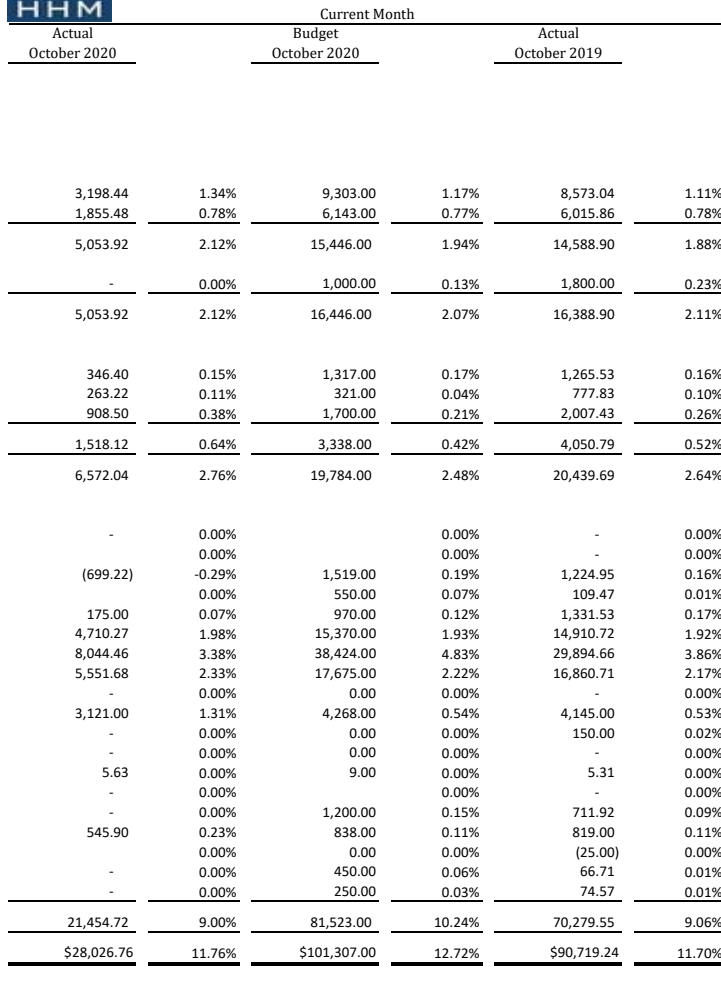
201 Hyatt House, Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rentals and Other Income											
Revenue											
	0.00%		0.00%	-	0.00%		0.00%		0.00%	1,470.80	79.50%
12.01	100.00%	0.00	0.00%	106.49	100.00%	153.98	100.00%	0.00	0.00%	379.27	20.50%
12.01	100.00%	-	0.00%	106.49	100.00%	153.98	100.00%	-	0.00%	1,850.07	100.00%
\$12.01	100.00%	\$0.00	0.00%	\$106.49	100.00%	\$153.98	100.00%	\$0.00	0.00%	\$1,850.07	100.00%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
9,835.97	4.13%	15,529.00	1.95%	14,214.68	1.83%	114,136.69	3.51%	152,848.00	2.01%	139,718.20	1.86%
-	0.00%	1,152.00	0.14%	-	0.00%	2,146.56	0.07%	11,520.00	0.15%	537.60	0.01%
	0.00%	0.00	0.00%	(572.60)	-0.07%		0.00%	1,664.00	0.02%	13,447.20	0.18%
9,835.97	4.13%	16,681.00	2.09%	13,642.08	1.76%	116,283.25	3.58%	166,032.00	2.18%	153,703.00	2.05%
-	0.00%	1,414.00	0.18%	2,260.00	0.29%	(1,364.00)	-0.04%	14,143.00	0.19%	2,260.00	0.03%
9,835.97	4.13%	18,095.00	2.27%	15,902.08	2.05%	114,919.25	3.54%	180,175.00	2.37%	155,963.00	2.08%
Payroll-Related Expenses											
867.01	0.36%	1,420.00	0.18%	1,250.21	0.16%	9,385.67	0.29%	15,515.00	0.20%	11,624.82	0.16%
605.56	0.25%	0.00	0.00%	718.91	0.09%	9,006.41	0.28%	0.00	0.00%	10,308.33	0.14%
884.41	0.37%	2,227.00	0.28%	2,481.80	0.32%	13,577.44	0.42%	22,264.00	0.29%	23,347.10	0.31%
2,356.98	0.99%	3,647.00	0.46%	4,450.92	0.57%	31,969.52	0.98%	37,779.00	0.50%	45,280.25	0.60%
12,192.95	5.12%	21,742.00	2.73%	20,353.00	2.63%	146,888.77	4.52%	217,954.00	2.87%	201,243.25	2.69%
Other Expenses											
68.87	0.03%	350.00	0.04%	275.01	0.04%	1,820.15	0.06%	3,500.00	0.05%	4,062.95	0.05%
	0.00%	250.00	0.03%	10.71	0.00%		0.00%	350.00	0.00%	107.40	0.00%
1,820.57	0.76%	1,570.00	0.20%	1,570.17	0.20%	16,999.30	0.52%	15,700.00	0.21%	15,701.70	0.21%
-	0.00%	0.00	0.00%	415.00	0.05%	362.66	0.01%	1,000.00	0.01%	5,695.00	0.08%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	0.00	0.00%	603.23	0.01%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	95.06	0.00%
1,052.16	0.44%	1,215.00	0.15%	1,068.73	0.14%	10,675.24	0.33%	12,150.00	0.16%	11,553.98	0.15%
11.50	0.00%	400.00	0.05%	321.94	0.04%	2,203.97	0.07%	5,000.00	0.07%	6,566.11	0.09%
450.00	0.19%	450.00	0.06%	450.00	0.06%	4,500.00	0.14%	4,500.00	0.06%	4,500.00	0.06%
-	0.00%		0.00%		0.00%	74.27	0.00%		0.00%		0.00%
3,353.67	1.41%	3,354.00	0.42%	3,256.00	0.42%	33,536.70	1.03%	33,540.00	0.44%	32,560.00	0.43%
426.42	0.18%	426.00	0.05%	243.83	0.03%	4,264.20	0.13%	4,260.00	0.06%	2,438.30	0.03%
-	0.00%		0.00%		0.00%	50.35	0.00%		0.00%		0.00%
-	0.00%	50.00	0.01%	144.35	0.02%	246.38	0.01%	500.00	0.01%	500.90	0.01%
512.40	0.22%	440.00	0.06%	138.16	0.02%	5,171.72	0.16%	5,930.00	0.08%	6,477.34	0.09%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	6.50	0.00%
87.69	0.04%		0.00%	-	0.00%	175.37	0.01%		0.00%	(13,564.19)	-0.18%
943.68	0.40%	0.00	0.00%	2,631.21	0.34%	9,666.17	0.30%	0.00	0.00%	7,026.09	0.09%
49.82	0.02%	0.00	0.00%	3.76	0.00%	95.48	0.00%	0.00	0.00%	28.04	0.00%
5,707.79	2.40%	21,498.00	2.70%	21,212.57	2.74%	85,853.68	2.64%	205,221.00	2.70%	202,359.71	2.70%
80.89	0.03%		0.00%	(30.05)	0.00%	36.77	0.00%		0.00%	(286.36)	0.00%
594.30	0.25%	500.00	0.06%	487.65	0.06%	8,569.84	0.26%	7,395.00	0.10%	6,987.07	0.09%
-	0.00%	0.00	0.00%	-	0.00%	134.29	0.00%	0.00	0.00%	79.08	0.00%
21.80	0.01%	100.00	0.01%	190.29	0.02%	329.42	0.01%	1,000.00	0.01%	1,483.28	0.02%
-	0.00%	50.00	0.01%	-	0.00%	1,512.73	0.05%	500.00	0.01%	811.74	0.01%
-	0.00%	150.00	0.02%	98.32	0.01%	61.72	0.00%	2,200.00	0.03%	2,547.93	0.03%
72.76	0.03%	200.00	0.03%	174.04	0.02%	134.02	0.00%	1,200.00	0.02%	1,165.75	0.02%
-	0.00%		0.00%	190.43	0.02%	-	0.00%		0.00%	168.58	0.00%
15,254.32	6.40%	31,003.00	3.89%	32,852.12	4.24%	186,474.43	5.74%	303,946.00	4.00%	299,675.19	4.00%
\$27,447.27	11.52%	\$52,745.00	6.62%	\$53,205.12	6.86%	\$333,363.20	10.26%	\$521,900.00	6.87%	\$500,918.44	6.68%



Actual		Year-To-Date		Actual	
October 2020		Budget		October 2019	
		October 2020			
14,627.99	0.45%	91,507.00	1.20%	83,689.20	1.12%
26,942.80	0.83%	60,099.00	0.79%	51,378.69	0.69%
41,570.79	1.28%	151,606.00	1.99%	135,067.89	1.80%
-	0.00%	10,000.00	0.13%	12,538.15	0.17%
41,570.79	1.28%	161,606.00	2.13%	147,606.04	1.97%
3,583.22	0.11%	14,501.00	0.19%	13,258.40	0.18%
5,015.27	0.15%	4,530.00	0.06%	11,211.74	0.15%
10,791.59	0.33%	16,948.00	0.22%	15,743.59	0.21%
19,390.08	0.60%	35,979.00	0.47%	40,213.73	0.54%
60,960.87	1.88%	197,585.00	2.60%	187,819.77	2.51%
-	0.00%		0.00%	411.18	0.01%
	0.00%		0.00%	247.18	0.00%
10,950.34	0.34%	14,460.00	0.19%	12,270.53	0.16%
	0.00%	5,300.00	0.07%	1,865.97	0.02%
2,527.90	0.08%	11,184.00	0.15%	10,826.41	0.14%
63,404.44	1.95%	146,574.00	1.93%	142,125.00	1.90%
133,839.15	4.12%	332,524.00	4.37%	288,884.67	3.85%
70,285.33	2.16%	168,559.00	2.22%	168,029.64	2.24%
1,394.00	0.04%	1,394.00	0.02%	-	0.00%
33,760.63	1.04%	42,680.00	0.56%	41,450.00	0.55%
1,350.00	0.04%	46.00	0.00%	1,520.00	0.02%
83.90	0.00%	111.00	0.00%	40.90	0.00%
94.78	0.00%	90.00	0.00%	103.38	0.00%
250.00	0.01%		0.00%	-	0.00%
909.41	0.03%	9,600.00	0.13%	7,914.91	0.11%
6,335.49	0.19%	8,380.00	0.11%	8,190.00	0.11%
	0.00%	540.00	0.01%	223.81	0.00%
1,023.56	0.03%	4,850.00	0.06%	4,474.44	0.06%
253.73	0.01%	2,000.00	0.03%	1,770.37	0.02%
326,462.66	10.05%	748,292.00	9.84%	690,348.39	9.21%
\$387,423.53	11.92%	\$945,877.00	12.44%	\$878,168.16	11.72%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
5,302.40	2.23%	5,960.00	0.75%	6,015.38	0.78%	53,561.40	1.65%	58,623.00	0.77%	56,113.47	0.75%
2,620.25	1.10%	3,009.00	0.38%	2,491.29	0.32%	22,174.41	0.68%	28,904.00	0.38%	27,052.59	0.36%
-	0.00%	4,250.00	0.53%	3,612.29	0.47%	6,084.74	0.19%	41,865.00	0.55%	43,873.93	0.59%
7,922.65	3.32%	13,219.00	1.66%	12,118.96	1.56%	81,820.55	2.52%	129,392.00	1.70%	127,039.99	1.70%
7,922.65	3.32%	13,219.00	1.66%	12,118.96	1.56%	81,820.55	2.52%	129,392.00	1.70%	127,039.99	1.70%
Payroll-Related Expenses											
594.63	0.25%	747.00	0.09%	625.93	0.08%	6,346.57	0.20%	8,321.00	0.11%	7,595.23	0.10%
290.72	0.12%	94.00	0.01%	279.00	0.04%	4,734.94	0.15%	1,500.00	0.02%	6,419.45	0.09%
1,915.31	0.80%	306.00	0.04%	379.18	0.05%	7,625.30	0.23%	3,051.00	0.04%	8,075.22	0.11%
2,800.66	1.18%	1,147.00	0.14%	1,284.11	0.17%	18,706.81	0.58%	12,872.00	0.17%	22,089.90	0.29%
10,723.31	4.50%	14,366.00	1.80%	13,403.07	1.73%	100,527.36	3.09%	142,264.00	1.87%	149,129.89	1.99%
Other Expenses											
493.38	0.21%	839.00	0.11%	632.04	0.08%	3,666.78	0.11%	8,135.00	0.11%	7,914.26	0.11%
-	0.00%	27.00	0.00%	-	0.00%	1,251.24	0.04%	266.00	0.00%	168.21	0.00%
1,200.00	0.50%	102.00	0.01%	25.67	0.00%	1,449.71	0.04%	993.00	0.01%	1,016.35	0.01%
-	0.00%	0.00	0.00%	-	0.00%	43.48	0.00%	750.00	0.01%	959.64	0.01%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	393.00	0.01%	392.63	0.01%
2,466.60	1.04%	3,842.00	0.48%	3,964.71	0.51%	28,669.03	0.88%	39,078.00	0.51%	38,230.72	0.51%
-	0.00%	800.00	0.10%	3,034.50	0.39%	2,677.40	0.08%	21,700.00	0.29%	22,833.99	0.30%
-	0.00%	199.00	0.02%	200.00	0.03%	200.00	0.01%	796.00	0.01%	933.09	0.01%
1,062.67	0.45%	1,063.00	0.13%	850.54	0.11%	10,626.70	0.33%	10,630.00	0.14%	8,361.65	0.11%
-	0.00%	25.00	0.00%	6.38	0.00%	7.49	0.00%	250.00	0.00%	140.85	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	39.00	0.00%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	136.97	0.00%
34.98	0.01%	92.00	0.01%	150.23	0.02%	510.95	0.02%	893.00	0.01%	981.11	0.01%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	602.00	0.01%	389.53	0.01%
1,280.00	0.54%	1,000.00	0.13%	1,088.00	0.14%	11,515.25	0.35%	15,600.00	0.21%	14,043.76	0.19%
1,122.00	0.47%	955.00	0.12%	67.36	0.01%	3,723.93	0.11%	9,704.00	0.13%	9,275.54	0.12%
-	0.00%	563.00	0.07%	2,063.00	0.27%	949.17	0.03%	5,461.00	0.07%	7,578.94	0.10%
1,134.64	0.48%	1,500.00	0.19%	584.00	0.08%	9,413.24	0.29%	9,100.00	0.12%	8,133.43	0.11%
-	0.00%	49.00	0.01%	-	0.00%	88.86	0.00%	499.00	0.01%	128.91	0.00%
417.66	0.18%	700.00	0.09%	418.65	0.05%	4,391.63	0.14%	7,849.00	0.10%	7,254.06	0.10%
-	0.00%	682.00	0.09%	-	0.00%	5,388.10	0.17%	8,927.00	0.12%	5,667.52	0.08%
-	0.00%	80.00	0.01%	-	0.00%	-	0.00%	390.00	0.01%	743.57	0.01%
9,211.93	3.87%	12,518.00	1.57%	13,085.08	1.69%	84,572.96	2.60%	142,016.00	1.87%	135,323.73	1.81%
\$19,935.24	8.37%	\$26,884.00	3.38%	\$26,488.15	3.42%	\$185,100.32	5.70%	\$284,280.00	3.74%	\$284,453.62	3.80%



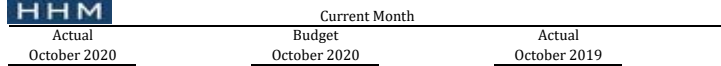
201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020


Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Utilities											
					Utilities						
9,424.25	3.95%	10,918.00	1.37%	13,343.50	1.72% Electricity	108,880.83	3.35%	129,330.00	1.70%	127,510.35	1.70%
1,432.69	0.60%	2,457.00	0.31%	2,232.66	0.29% Gas	15,730.80	0.48%	23,828.00	0.31%	22,164.09	0.30%
2,009.14	0.84%	1,842.00	0.23%	2,252.54	0.29% Water	16,242.45	0.50%	17,871.00	0.24%	17,961.18	0.24%
1,013.93	0.43%	1,382.00	0.17%	1,458.39	0.19% Sewer	9,370.28	0.29%	13,402.00	0.18%	12,982.83	0.17%
<u>\$13,880.01</u>	<u>5.82%</u>	<u>\$16,599.00</u>	<u>2.08%</u>	<u>\$19,287.09</u>	<u>2.49%</u> Total Utilities	<u>\$150,224.36</u>	<u>4.62%</u>	<u>\$184,431.00</u>	<u>2.43%</u>	<u>\$180,618.45</u>	<u>2.41%</u>



201 Hyatt House, Pleasanton
 Hersha Hospitality Management LP
 For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Management Fees											
Management Fees											
7,148.69	3.00%	23,843.00	2.99%	23,220.05	2.99%	97,384.24	3.00%	227,633.00	2.99%	224,532.87	3.00%
\$7,148.69	3.00%	\$23,843.00	2.99%	\$23,220.05	2.99%	\$97,384.24	3.00%	\$227,633.00	2.99%	\$224,532.87	3.00%
Base Fee											
Total Management Fees											



<div>  <div> <div>Current Month</div> <div> <div>Actual</div> <div>Budget</div> <div>Actual</div> </div> </div> </div>						<div> <div>Year-To-Date</div> <div> <div>Actual</div> <div>Budget</div> <div>Actual</div> </div> </div>					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Non Operating Income											
Non Operating Income											
	0.00%	0.00	0.00%	-	0.00%	Interest Income	0.00%	799.00	0.01%	799.36	0.01%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Non Operating Income Fees	\$0.00	\$799.00	0.01%	\$799.36	0.01%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
97,058.33	40.73%	99,873.00	12.54%	97,058.33	12.52%	970,583.30	29.87%	984,655.00	12.95%	814,458.30	10.87%
97,058.33	40.73%	99,873.00	12.54%	97,058.33	12.52%	970,583.30	29.87%	984,655.00	12.95%	814,458.30	10.87%
Property and Other Taxes											
47,229.00	19.82%	47,123.00	5.92%	47,123.00	6.08%	493,002.84	15.17%	471,230.00	6.20%	633,624.79	8.45%
47,229.00	19.82%	47,123.00	5.92%	47,123.00	6.08%	493,002.84	15.17%	471,230.00	6.20%	633,624.79	8.45%
Insurance											
10,971.35	4.60%	10,267.00	1.29%	10,393.68	1.34%	103,856.74	3.20%	102,670.00	1.35%	65,630.67	0.88%
305.00	0.13%	305.00	0.04%	296.00	0.04%	3,050.00	0.09%	3,050.00	0.04%	2,960.00	0.04%
4,589.97	1.93%	2,221.00	0.28%	2,220.50	0.29%	34,786.01	1.07%	22,210.00	0.29%	22,204.95	0.30%
15,866.32	6.66%	12,793.00	1.61%	12,910.18	1.67%	141,692.75	4.36%	127,930.00	1.68%	90,795.62	1.21%
<u>\$160,153.65</u>	<u>67.21%</u>	<u>\$159,789.00</u>	<u>20.07%</u>	<u>\$157,091.51</u>	<u>20.26%</u>	<u>\$1,605,278.89</u>	<u>49.41%</u>	<u>\$1,583,815.00</u>	<u>20.84%</u>	<u>\$1,538,878.71</u>	<u>20.53%</u>



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



201 Hyatt House, Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019

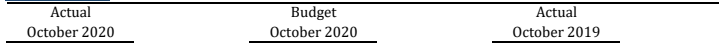
HHM		Current Month				Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Payroll-Related Expenses												
Payroll Taxes												
-	0.00%	-	0.00%	-	0.00%	Total Payroll Tax	-	0.00%	-	0.00%	-	0.00%
Employee Benefits												
(2,243.10)	-0.94%		0.00%	(2,515.01)	-0.32%	PTEB Allocation	(23,217.35)	-0.71%		0.00%	(23,331.94)	-0.31%
2,243.10	0.94%		0.00%	2,515.01	0.32%	Workers' Compensation Insurance	23,217.35	0.71%		0.00%	23,331.94	0.31%
-	0.00%	-	0.00%	-	0.00%	Total Employee Benefits	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	Total Payroll Taxes and Employee Benefits	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



201 Hyatt House Pleasanton
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



<div><div>HHM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Interest												
Interest												
117,850.30	49.46%	121,600.00	15.27%	121,323.32	15.65%	Interest Expense	1,182,095.65	36.38%	1,216,000.00	16.00%	1,227,714.57	16.38%
\$117,850.30	49.46%	\$121,600.00	15.27%	\$121,323.32	15.65%	Total Interest	\$1,182,095.65	36.38%	\$1,216,000.00	16.00%	\$1,227,714.57	16.38%

Current Month		
Actual October 2020	Budget October 2020	Actual October 2019

Year-To-Date		
Actual	Budget	Actual
<u>October 2020</u>	<u>October 2020</u>	<u>October 2019</u>

						Other Fixed Expenses						
1,500.00	0.63%		0.00%	1,642.53	0.21%	Owner's Expense	17,967.96	0.55%		0.00%	19,432.38	0.26%
\$1,500.00	0.63%	\$0.00	0.00%	\$1,642.53	0.21%	Total Other Fixed Expenses	\$17,967.96	0.55%	\$0.00	0.00%	\$19,432.38	0.26%



255 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
5,084		5,084		5,084		50,020		50,020		49,856	
2,593		4,296		4,337		21,810		43,223		43,379	
51.00%		84.50%		85.31%		43.60%		86.41%		87.01%	
137.91		162.80		156.94		169.60		168.69		163.87	
70.34		137.57		133.88		73.95		145.77		142.58	
Revenue											
280,492.90	78.44%	510,972.00	73.06%	475,905.49	69.92%	3,226,664.82	87.23%	6,333,198.00	86.86%	5,955,753.12	83.78%
72,069.93	20.15%	188,411.00	26.94%	190,204.00	27.94%	430,033.21	11.63%	958,225.00	13.14%	1,050,266.93	14.77%
-	0.00%	0.00	0.00%	7,322.45	1.08%	315.36	0.01%	0.00	0.00%	63,022.09	0.89%
3,923.61	1.10%	0.00	0.00%	7,304.31	1.07%	31,871.85	0.86%	0.00	0.00%	39,660.95	0.56%
1,125.00	0.31%	0.00%	0.00%	(75.54)	-0.01%	10,184.67	0.28%	0.00%	0.00%	(121.79)	0.00%
357,611.44	100.00%	699,383.00	100.00%	680,660.71	100.00%	3,699,069.91	100.00%	7,291,423.00	100.00%	7,108,581.30	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
5,228.46	1.46%	6,708.00	0.96%	4,874.22	0.72%	58,531.36	1.58%	65,982.00	0.90%	47,631.98	0.67%
1,204.27	0.34%	7,166.00	1.02%	6,395.08	0.94%	21,969.89	0.59%	70,228.00	0.96%	68,021.93	0.96%
-	0.00%	6,775.00	0.97%	8,192.04	1.20%	14,811.60	0.40%	65,972.00	0.90%	67,600.60	0.95%
3,495.02	0.98%	3,596.00	0.51%	4,945.31	0.73%	32,587.73	0.88%	35,496.00	0.49%	45,673.43	0.64%
-	0.00%	2,381.00	0.34%	-	0.00%	-	0.00%	22,808.00	0.31%	-	0.00%
24,280.39	6.79%	70,047.00	10.02%	64,817.91	9.52%	264,122.87	7.14%	687,296.00	9.43%	639,294.35	8.99%
34,208.14	9.57%	96,673.00	13.82%	89,224.56	13.11%	392,023.45	10.60%	947,782.00	13.00%	868,222.29	12.21%
-	0.00%	100.00	0.01%	-	0.00%	975.00	0.03%	1,000.00	0.01%	1,817.00	0.03%
34,208.14	9.57%	96,773.00	13.84%	89,224.56	13.11%	392,998.45	10.62%	948,782.00	13.01%	870,039.29	12.24%
Payroll-Related Expenses											
799.40	0.22%	2,140.00	0.31%	1,810.78	0.27%	11,398.91	0.31%	21,883.00	0.30%	19,457.52	0.27%
407.65	0.11%	704.00	0.10%	2,065.70	0.30%	8,479.34	0.23%	10,032.00	0.14%	13,224.83	0.19%
1,722.04	0.48%	3,301.00	0.47%	2,962.36	0.44%	19,389.65	0.52%	32,998.00	0.45%	25,831.34	0.36%
2,929.09	0.82%	6,145.00	0.88%	6,838.84	1.00%	39,267.90	1.06%	64,913.00	0.89%	58,513.69	0.82%
37,137.23	10.38%	102,918.00	14.72%	96,063.40	14.11%	432,266.35	11.69%	1,013,695.00	13.90%	928,552.98	13.06%
Other Expenses											
760.01	0.21%	1,117.00	0.16%	1,378.39	0.20%	5,569.06	0.15%	11,236.00	0.15%	11,348.92	0.16%
1,835.03	0.51%	3,695.00	0.53%	3,664.57	0.54%	19,021.18	0.51%	40,280.00	0.55%	40,903.01	0.58%
429.60	0.12%	3,437.00	0.49%	2,907.43	0.43%	11,458.15	0.31%	38,823.00	0.53%	37,727.57	0.53%
3,385.65	0.95%	2,874.00	0.41%	2,670.38	0.39%	16,484.15	0.45%	28,915.00	0.40%	28,711.49	0.40%
363.01	0.10%	709.00	0.10%	687.45	0.10%	5,696.65	0.15%	7,436.00	0.10%	7,445.07	0.10%
5,056.53	1.41%	30,072.00	4.30%	30,189.83	4.44%	76,974.97	2.08%	235,033.00	3.22%	235,121.92	3.31%
457.50	0.13%	0.00	0.00%	0.00	0.00%	457.50	0.01%	0.00	0.00%	0.00	0.00%
971.52	0.27%	0.00	0.00%	(926.81)	-0.14%	2,720.46	0.07%	0.00	0.00%	8,781.97	0.12%
1,270.38	0.36%	1,461.00	0.21%	817.38	0.12%	8,743.35	0.24%	14,965.00	0.21%	13,496.38	0.19%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	-	0.00%	216.10	0.00%
20.00	0.01%	125.00	0.02%	70.97	0.01%	984.39	0.03%	1,143.00	0.02%	1,266.21	0.02%
2,485.93	0.70%	2,800.00	0.40%	2,793.67	0.41%	27,352.72	0.74%	28,000.00	0.38%	28,073.20	0.39%
12,816.47	3.58%	19,023.00	2.72%	13,231.76	1.94%	93,958.72	2.54%	198,326.00	2.72%	185,002.95	2.60%
1,870.92	0.52%	2,098.00	0.30%	20,766.85	3.05%	14,893.45	0.40%	44,212.00	0.61%	63,107.82	0.89%
5,844.95	1.63%	13,747.00	1.97%	13,291.14	1.95%	71,397.40	1.93%	137,011.00	1.88%	135,890.55	1.91%
-	0.00%	0.00	0.00%	531.71	0.08%	-	0.00%	1,400.00	0.02%	2,054.52	0.03%
-	0.00%	250.00	0.04%	114.24	0.02%	202.58	0.01%	2,500.00	0.03%	2,731.69	0.04%
37,567.50	10.51%	81,408.00	11.64%	92,188.96	13.54%	355,914.73	9.62%	789,280.00	10.82%	801,879.37	11.28%
74,704.73	20.89%	184,326.00	26.36%	188,252.36	27.66%	788,181.08	21.31%	1,802,975.00	24.73%	1,730,432.35	24.34%
\$282,906.71	79.11%	\$515,057.00	73.64%	\$492,408.35	72.34%	\$2,910,888.83	78.69%	\$5,488,448.00	75.27%	\$5,378,148.95	75.66%



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Food Department Schedule											
Revenue											
-	0.00%	2,835.00	21.27%	1,621.83	9.78%	6,157.79	9.17%	29,581.00	24.98%	26,763.09	22.28%
1,852.75	28.21%	5,000.00	37.52%	6,426.30	38.75%	21,104.11	31.42%	34,500.00	29.14%	36,008.05	29.97%
1,852.75	28.21%	7,835.00	58.79%	8,048.13	48.53%	27,261.90	40.59%	64,081.00	54.12%	62,771.14	52.25%
Other Revenue											
360.00	5.48%	600.00	4.50%	1,189.00	7.17%	3,700.00	5.51%	7,155.00	6.04%	7,744.00	6.45%
3,150.00	47.97%	3,000.00	22.51%	4,746.70	28.62%	25,023.90	37.26%	30,408.00	25.68%	32,154.38	26.76%
1,203.85	18.33%	1,892.00	14.20%	2,601.48	15.69%	11,172.75	16.64%	16,756.00	14.15%	17,466.74	14.54%
4,713.85	71.79%	5,492.00	41.21%	8,537.18	51.47%	39,896.65	59.41%	54,319.00	45.88%	57,365.12	47.75%
6,566.60	100.00%	13,327.00	100.00%	16,585.31	100.00%	67,158.55	100.00%	118,400.00	100.00%	120,136.26	100.00%
Cost of Food											
-	0.00%	1,332.00	17.00%	1,590.32	19.76%	4,172.08	15.30%	10,895.00	17.00%	10,605.82	16.90%
-	0.00%	1,332.00	17.00%	1,590.32	19.76%	4,172.08	15.30%	10,895.00	17.00%	10,605.82	16.90%
Cost of Other Revenue											
1,302.42	19.83%	2,600.00	19.51%	3,251.41	19.60%	9,996.65	14.89%	17,400.00	14.70%	16,725.03	13.92%
1,302.42	27.63%	2,600.00	47.34%	3,251.41	38.09%	9,996.65	25.06%	17,400.00	32.03%	16,725.03	29.16%
1,302.42	19.83%	3,932.00	29.50%	4,841.73	29.19%	14,168.73	21.10%	28,295.00	23.90%	27,330.85	22.75%
5,264.18	80.17%	9,395.00	70.50%	11,743.58	70.81%	52,989.82	78.90%	90,105.00	76.10%	92,805.41	77.25%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
	0.00%		0.00%	-	0.00%		0.00%		0.00%	1,599.23	1.33%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	616.55	0.51%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	2,215.78	1.84%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	2,215.78	1.84%
Payroll-Related Expenses											
	0.00%		0.00%	-	0.00%		0.00%		0.00%	189.34	0.16%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	178.91	0.15%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	94.94	0.08%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	463.19	0.39%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	2,678.97	2.23%
Other Expenses											
	0.00%		0.00%	75.30	0.45%		0.00%		0.00%	339.80	0.28%
-	0.00%	413.00	3.10%	242.91	1.46%	1,184.75	1.76%	3,669.00	3.10%	3,505.86	2.92%
	0.00%		0.00%	71.06	0.43%		0.00%		0.00%	71.06	0.06%
	0.00%		0.00%	113.83	0.69%		0.00%		0.00%	113.83	0.09%
	0.00%		0.00%	106.07	0.64%		0.00%		0.00%	106.07	0.09%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	44.55	0.04%
-	0.00%	413.00	3.10%	609.17	3.67%	1,184.75	1.76%	3,669.00	3.10%	4,181.17	3.48%
-	0.00%	413.00	3.10%	609.17	3.67%	1,184.75	1.76%	3,669.00	3.10%	6,860.14	5.71%
\$5,264.18	80.17%	\$8,982.00	67.40%	\$11,134.41	67.13%	\$51,805.07	77.14%	\$86,436.00	73.00%	\$85,945.27	71.54%



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual October 2020		Budget October 2020		Actual October 2019		Actual October 2020		Budget October 2020		Actual October 2019	
Beverage Department Schedule											
Revenue											
-	0.00%	8,592.00	100.00%	7,731.55	100.00%	27,963.49	92.82%	101,362.00	96.16%	99,478.96	96.39%
109.25	100.00%	0.00	0.00%	-	0.00%	2,163.25	7.18%	4,050.00	3.84%	3,725.25	3.61%
109.25	100.00%	8,592.00	100.00%	7,731.55	100.00%	30,126.74	100.00%	105,412.00	100.00%	103,204.21	100.00%
Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
109.25	100.00%	8,592.00	100.00%	7,731.55	100.00%	30,126.74	100.00%	105,412.00	100.00%	103,204.21	100.00%
-	0.00%	2,651.00	30.85%	2,175.71	28.14%	8,838.68	29.34%	32,443.00	30.78%	33,114.77	32.09%
Cost of Other Revenue											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
-	0.00%	2,651.00	30.85%	2,175.71	28.14%	8,838.68	29.34%	32,443.00	30.78%	33,114.77	32.09%
109.25	100.00%	5,941.00	69.15%	5,555.84	71.86%	21,288.06	70.66%	72,969.00	69.22%	70,089.44	67.91%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
-	0.00%	0.00	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	4.55%	5,047.18	4.89%
-	0.00%	-	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	4.55%	5,047.18	4.89%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	100.00	0.10%
-	0.00%	-	0.00%	-	0.00%	1,914.00	6.35%	4,800.00	4.55%	5,147.18	4.99%
Payroll-Related Expenses											
-	0.00%	0.00	0.00%	-	0.00%	285.78	0.95%	550.00	0.52%	821.72	0.80%
-	0.00%	-	0.00%	-	0.00%	71.90	0.24%	-	0.00%	100.32	0.10%
-	0.00%	-	0.00%	-	0.00%	357.68	1.19%	550.00	0.52%	922.04	0.89%
-	0.00%	-	0.00%	-	0.00%	2,271.68	7.54%	5,350.00	5.08%	6,069.22	5.88%
Other Expenses											
-	0.00%	-	0.00%	-	0.00%	216.10	0.72%	-	0.00%	110.89	0.11%
-	0.00%	0.00	0.00%	-	0.00%	175.00	0.58%	175.00	0.17%	175.00	0.17%
-	0.00%	-	0.00%	-	0.00%	391.10	1.30%	175.00	0.17%	285.89	0.28%
-	0.00%	-	0.00%	-	0.00%	2,662.78	8.84%	5,525.00	5.24%	6,355.11	6.16%
109.25	100.00%	5,941.00	69.15%	5,555.84	71.86%	18,625.28	61.82%	67,444.00	63.98%	63,734.33	61.76%



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

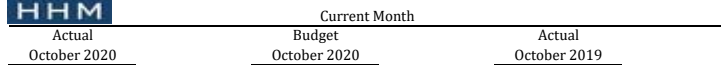
Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



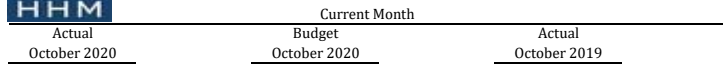
209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

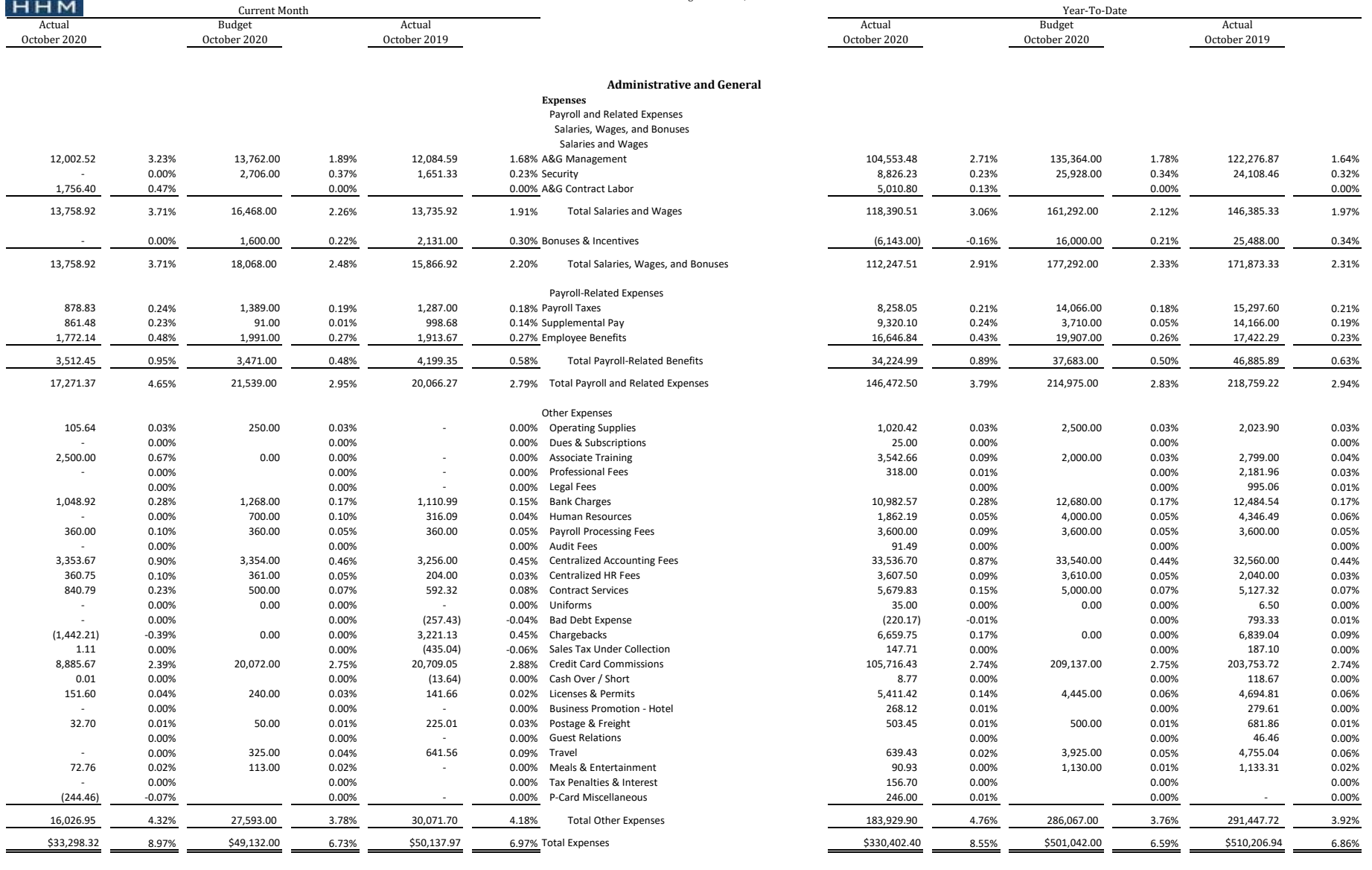
Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019

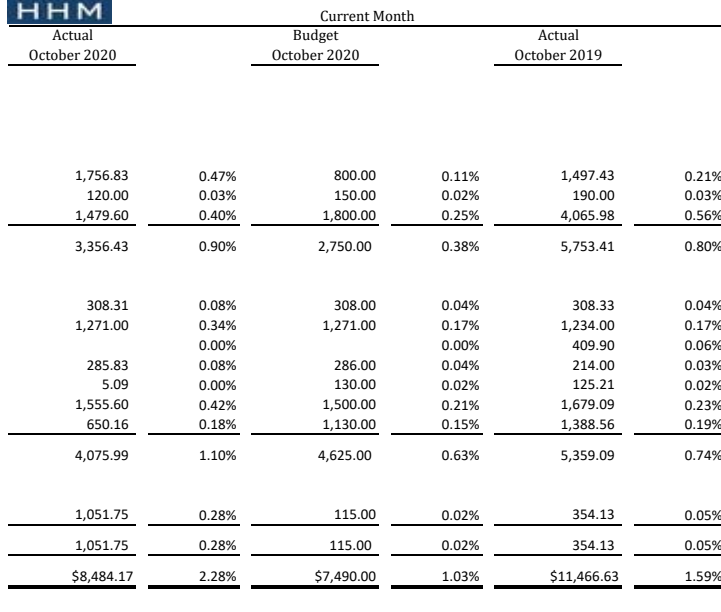


HHM		Current Month				Year-To-Date						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Other / Miscellaneous												
Revenue												
2,630.00	38.54%	4,296.00	52.92%	3,963.25	45.05%	Gift & Market Shop Non - Tax	21,802.25	35.53%	44,909.00	52.87%	43,158.50	45.22%
2,550.91	37.38%	2,578.00	31.76%	3,503.89	39.83%	Gift & Market Shop Taxable	19,096.83	31.12%	27,012.00	31.80%	28,061.21	29.40%
212.00	3.11%	494.00	6.09%	431.55	4.91%	Guest Laundry/Valet	3,403.08	5.55%	4,970.00	5.85%	5,004.45	5.24%
1,431.71	20.98%	750.00	9.24%	898.98	10.22%	Other Miscellaneous Revenue	16,611.11	27.07%	8,050.00	9.48%	8,313.45	8.71%
-	0.00%		0.00%	-	0.00%	Audit Results	457.47	0.75%		0.00%	10,909.79	11.43%
6,824.62	100.00%	8,118.00	100.00%	8,797.67	100.00%	Total Other/Miscellaneous Revenue	61,370.74	100.00%	84,941.00	100.00%	95,447.40	100.00%
Cost of Sales												
-	0.00%		0.00%	-	0.00%	Cost of Banquet F&B-Select Svc	-	0.00%		0.00%	139.91	0.00%
913.05	17.62%	2,363.00	34.38%	2,085.76	27.93%	Cost of Gift Shop Merchandise	12,361.61	30.22%	24,700.00	34.34%	24,465.51	34.35%
178.70	84.29%	445.00	90.08%	540.81	125.32%	Cost of Guest Laundry/Valet	2,367.53	69.57%	4,473.00	90.00%	4,343.50	86.79%
1,091.75	16.00%	2,808.00	34.59%	2,626.57	29.86%	Total Other/Miscellaneous Cost of Sales	14,729.14	24.00%	29,173.00	34.35%	28,948.92	30.33%
\$5,732.87	84.00%	\$5,310.00	65.41%	\$6,171.10	70.14%	Departmental Income (Loss)	\$46,641.60	76.00%	\$55,768.00	65.65%	\$66,498.48	69.67%

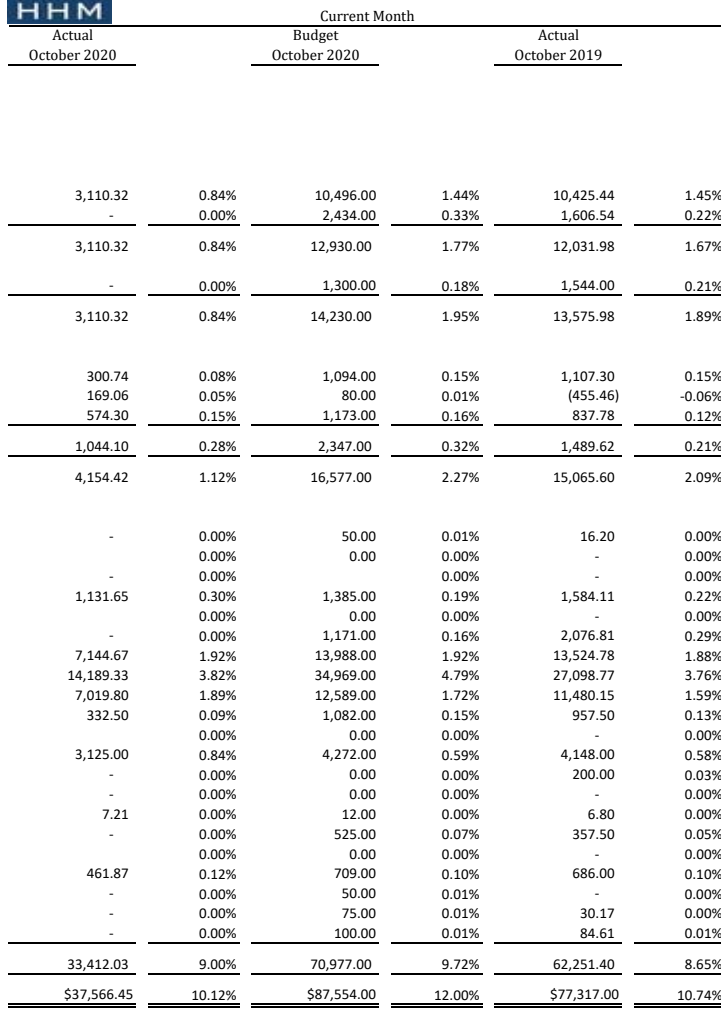


<div><div>HHM</div><div>Current Month</div></div>							<div><div>Year-To-Date</div></div>					
Actual		Budget		Actual			Actual		Budget		Actual	
October 2020		October 2020		October 2019			October 2020		October 2020		October 2019	
Rentals and Other Income												
Revenue												
234.50	95.70%	477.00	100.00%	419.25	6.96%	Commissions	2,561.39	46.98%	4,797.00	100.00%	4,477.10	32.60%
10.54	4.30%		0.00%	23.98	0.40%	Cash Discounts Earned	174.65	3.20%		0.00%	3,572.81	26.01%
-	0.00%		0.00%	5,577.00	92.64%	Cancellation Penalties	2,716.23	49.82%		0.00%	5,684.11	41.39%
245.04	100.00%	477.00	100.00%	6,020.23	100.00%	Total Rentals and Other Income	5,452.27	100.00%	4,797.00	100.00%	13,734.02	100.00%
\$245.04	100.00%	\$477.00	100.00%	\$6,020.23	100.00%	Total Rentals and Other Income	\$5,452.27	100.00%	\$4,797.00	100.00%	\$13,734.02	100.00%





Year-To-Date					
Actual October 2020		Budget October 2020		Actual October 2019	
17,569.74	0.45%	10,400.00	0.14%	15,063.69	0.20%
1,280.00	0.03%	1,500.00	0.02%	1,530.00	0.02%
36,280.92	0.94%	24,300.00	0.32%	40,648.21	0.55%
55,130.66	1.43%	36,200.00	0.48%	57,241.90	0.77%
3,083.34	0.08%	3,080.00	0.04%	3,083.34	0.04%
12,710.00	0.33%	12,710.00	0.17%	12,340.00	0.17%
	0.00%		0.00%	409.90	0.01%
2,858.30	0.07%	2,860.00	0.04%	2,901.90	0.04%
1,857.19	0.05%	1,300.00	0.02%	753.65	0.01%
16,348.21	0.42%	15,000.00	0.20%	16,603.49	0.22%
3,134.25	0.08%	7,555.00	0.10%	4,802.91	0.06%
39,991.29	1.04%	42,505.00	0.56%	40,895.19	0.55%
3,046.88	0.08%	2,779.00	0.04%	3,018.35	0.04%
3,046.88	0.08%	2,779.00	0.04%	3,018.35	0.04%
\$98,168.83	2.54%	\$81,484.00	1.07%	\$101,155.44	1.36%



Actual		Year-To-Date		Actual	
October 2020		October 2020		October 2019	
52,482.62	1.36%	103,243.00	1.36%	84,438.59	1.13%
2,996.13	0.08%	23,940.00	0.31%	22,432.59	0.30%
55,478.75	1.44%	127,183.00	1.67%	106,871.18	1.44%
(471.57)	-0.01%	13,000.00	0.17%	23,081.34	0.31%
55,007.18	1.42%	140,183.00	1.84%	129,952.52	1.75%
4,522.97	0.12%	11,172.00	0.15%	10,850.48	0.15%
3,416.88	0.09%	3,360.00	0.04%	6,569.99	0.09%
7,147.91	0.19%	11,707.00	0.15%	10,642.08	0.14%
15,087.76	0.39%	26,239.00	0.35%	28,062.55	0.38%
70,094.94	1.81%	166,422.00	2.19%	158,015.07	2.12%
310.29	0.01%	1,250.00	0.02%	1,665.28	0.02%
	0.00%	300.00	0.00%	122.25	0.00%
3.49	0.00%		0.00%	186.49	0.00%
17,014.79	0.44%	17,217.00	0.23%	18,814.93	0.25%
	0.00%	3,700.00	0.05%	400.51	0.01%
2,711.40	0.07%	11,674.00	0.15%	12,310.22	0.17%
74,064.97	1.92%	145,829.00	1.92%	141,272.89	1.90%
153,214.55	3.97%	315,504.00	4.15%	282,719.98	3.80%
78,043.40	2.02%	131,247.00	1.73%	129,125.59	1.74%
5,825.00	0.15%	8,320.00	0.11%	7,365.00	0.10%
	0.00%	3,563.00	0.05%	3,562.50	0.05%
33,797.27	0.87%	42,720.00	0.56%	41,480.00	0.56%
1,350.00	0.03%	59.00	0.00%	1,951.00	0.03%
107.49	0.00%	141.00	0.00%	52.47	0.00%
113.91	0.00%	120.00	0.00%	124.72	0.00%
502.71	0.01%	6,125.00	0.08%	5,996.27	0.08%
	0.00%	150.00	0.00%	219.55	0.00%
5,360.53	0.14%	7,090.00	0.09%	6,860.00	0.09%
-	0.00%	300.00	0.00%	134.60	0.00%
308.22	0.01%	2,350.00	0.03%	2,608.60	0.04%
33.55	0.00%	1,750.00	0.02%	1,170.65	0.02%
372,761.57	9.65%	699,409.00	9.20%	658,143.50	8.84%
\$442,856.51	11.46%	\$865,831.00	11.39%	\$816,158.57	10.97%



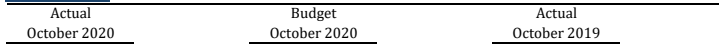
259 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Property Operation and Maintenance											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
-	0.00%	4,680.00	0.64%	3,611.58	0.50%	12,496.09	0.32%	43,692.00	0.57%	47,913.30	0.64%
3,365.36	0.91%	3,717.00	0.51%	3,365.36	0.47%	33,988.12	0.88%	36,561.00	0.48%	33,490.88	0.45%
2,074.23	0.56%	5,549.00	0.76%	5,603.18	0.78%	24,097.58	0.62%	54,581.00	0.72%	53,801.39	0.72%
5,439.59	1.46%	13,946.00	1.91%	12,580.12	1.75%	70,581.79	1.83%	134,834.00	1.77%	135,205.57	1.82%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	100.00	0.00%
5,439.59	1.46%	13,946.00	1.91%	12,580.12	1.75%	70,581.79	1.83%	134,834.00	1.77%	135,305.57	1.82%
Payroll-Related Expenses											
263.38	0.07%	659.00	0.09%	653.25	0.09%	3,682.85	0.10%	6,596.00	0.09%	6,544.52	0.09%
193.36	0.05%	210.00	0.03%	(96.85)	-0.01%	3,649.78	0.09%	3,724.00	0.05%	5,407.05	0.07%
648.17	0.17%	1,114.00	0.15%	1,322.60	0.18%	7,706.04	0.20%	10,977.00	0.14%	12,478.22	0.17%
1,104.91	0.30%	1,983.00	0.27%	1,879.00	0.26%	15,038.67	0.39%	21,297.00	0.28%	24,429.79	0.33%
6,544.50	1.76%	15,929.00	2.18%	14,459.12	2.01%	85,620.46	2.22%	156,131.00	2.05%	159,735.36	2.15%
Other Expenses											
291.17	0.08%	125.00	0.02%	82.34	0.01%	2,209.56	0.06%	1,253.00	0.02%	1,026.10	0.01%
-	0.00%	1,074.00	0.15%	771.15	0.11%	1,835.66	0.05%	10,769.00	0.14%	10,521.52	0.14%
110.00	0.03%	232.00	0.03%	337.17	0.05%	1,543.15	0.04%	2,335.00	0.03%	2,338.54	0.03%
-	0.00%	696.00	0.10%	185.51	0.03%	1,943.33	0.05%	7,003.00	0.09%	6,980.45	0.09%
742.71	0.20%	715.00	0.10%	720.14	0.10%	7,136.55	0.18%	7,150.00	0.09%	7,284.75	0.10%
-	0.00%	600.00	0.08%	892.93	0.12%	4,324.79	0.11%	6,000.00	0.08%	6,502.22	0.09%
1,390.08	0.37%	1,390.00	0.19%	1,089.80	0.15%	13,900.80	0.36%	13,900.00	0.18%	10,713.84	0.14%
-	0.00%	0.00	0.00%	-	0.00%	255.84	0.01%	500.00	0.01%	348.75	0.00%
-	0.00%	-	0.00%	-	0.00%	14.13	0.00%	-	0.00%	-	0.00%
-	0.00%	31.00	0.00%	-	0.00%	73.85	0.00%	316.00	0.00%	250.65	0.00%
81.02	0.02%	195.00	0.03%	213.61	0.03%	1,424.90	0.04%	1,986.00	0.03%	1,806.60	0.02%
-	0.00%	-	0.00%	-	0.00%	752.11	0.02%	-	0.00%	309.70	0.00%
6,973.00	1.88%	2,691.00	0.37%	3,013.00	0.42%	33,005.00	0.85%	30,821.00	0.41%	31,109.75	0.42%
403.18	0.11%	1,718.00	0.24%	1,089.65	0.15%	4,427.22	0.11%	17,287.00	0.23%	16,247.82	0.22%
142.73	0.04%	350.00	0.05%	69.46	0.01%	1,020.64	0.03%	3,522.00	0.05%	3,787.70	0.05%
759.50	0.20%	757.00	0.10%	519.60	0.07%	3,453.50	0.09%	7,462.00	0.10%	6,287.65	0.08%
-	0.00%	153.00	0.02%	275.18	0.04%	64.03	0.00%	778.00	0.01%	688.91	0.01%
1,277.15	0.34%	457.00	0.06%	833.43	0.12%	5,345.41	0.14%	4,570.00	0.06%	4,769.70	0.06%
-	0.00%	494.00	0.07%	227.16	0.03%	3,572.34	0.09%	4,970.00	0.07%	4,676.14	0.06%
-	0.00%	100.00	0.01%	-	0.00%	-	0.00%	300.00	0.00%	111.12	0.00%
12,170.54	3.28%	11,778.00	1.61%	10,320.13	1.43%	86,302.81	2.23%	120,922.00	1.59%	115,761.91	1.56%
\$18,715.04	5.04%	\$27,707.00	3.80%	\$24,779.25	3.44%	\$171,923.27	4.45%	\$277,053.00	3.64%	\$275,497.27	3.70%

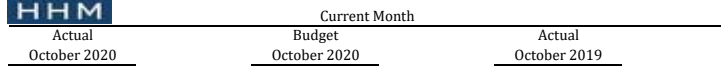


200 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Utilities											
					Utilities						
14,008.99	3.77%	15,036.00	2.06%	12,919.12	1.79% Electricity	118,362.63	3.06%	153,196.00	2.01%	147,095.38	1.98%
1,621.80	0.44%	2,792.00	0.38%	1,696.45	0.24% Gas	18,568.82	0.48%	28,511.00	0.37%	23,888.89	0.32%
5,591.35	1.51%	4,038.00	0.55%	3,511.36	0.49% Water	36,960.15	0.96%	40,630.00	0.53%	37,882.38	0.51%
2,230.67	0.60%	2,191.00	0.30%	2,511.13	0.35% Sewer	21,110.42	0.55%	22,044.00	0.29%	22,140.96	0.30%
<u>\$23,452.81</u>	<u>6.32%</u>	<u>\$24,057.00</u>	<u>3.30%</u>	<u>\$20,638.06</u>	<u>2.87%</u> Total Utilities	<u>\$195,002.02</u>	<u>5.05%</u>	<u>\$244,381.00</u>	<u>3.21%</u>	<u>\$231,007.61</u>	<u>3.10%</u>



Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
<div>Management Fees</div>											
Management Fees											
11,140.70	3.00%	21,897.00	3.00%	21,594.44	3.00%	115,895.35	3.00%	228,149.00	3.00%	223,214.60	3.00%
\$11,140.70	3.00%	\$21,897.00	3.00%	\$21,594.44	3.00%	\$115,895.35	3.00%	\$228,149.00	3.00%	\$223,214.60	3.00%
Total Management Fees											



<div><div><div>HHM</div></div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>						
Actual		Budget		Actual		Actual		Budget		Actual		
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019		
Non Operating Income												
Non Operating Income												
	0.00%		0.00%	210.58	0.03%	Interest Income		0.00%		0.00%	210.58	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$210.58	0.03%	Total Non Operating Income Fees	\$0.00	0.00%	\$0.00	0.00%	\$210.58	0.00%



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
79,858.33	21.50%	82,175.00	11.26%	79,858.33	11.09%	798,583.30	20.67%	810,165.00	10.65%	670,125.00	9.01%
79,858.33	21.50%	82,175.00	11.26%	79,858.33	11.09%	798,583.30	20.67%	810,165.00	10.65%	670,125.00	9.01%
Property and Other Taxes											
20,831.10	5.61%	29,903.00	4.10%	21,017.00	2.92%	81,094.67	2.10%	299,030.00	3.93%	210,168.95	2.82%
20,831.10	5.61%	29,903.00	4.10%	21,017.00	2.92%	81,094.67	2.10%	299,030.00	3.93%	210,168.95	2.82%
Insurance											
6,428.70	1.73%	5,840.00	0.80%	5,954.50	0.83%	59,589.99	1.54%	58,400.00	0.77%	39,495.97	0.53%
390.00	0.11%	390.00	0.05%	379.00	0.05%	3,900.00	0.10%	3,900.00	0.05%	3,790.00	0.05%
-	0.00%		0.00%		0.00%	25,000.00	0.65%		0.00%		0.00%
5,880.92	1.58%	2,837.00	0.39%	2,845.05	0.40%	44,569.87	1.15%	28,442.00	0.37%	28,450.43	0.38%
12,699.62	3.42%	9,067.00	1.24%	9,178.55	1.28%	133,059.86	3.44%	90,742.00	1.19%	71,736.40	0.96%
<u>\$113,389.05</u>	<u>30.53%</u>	<u>\$121,145.00</u>	<u>16.60%</u>	<u>\$110,053.88</u>	<u>15.29%</u>	<u>\$1,012,737.83</u>	<u>26.22%</u>	<u>\$1,199,937.00</u>	<u>15.78%</u>	<u>\$952,030.35</u>	<u>12.79%</u>



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

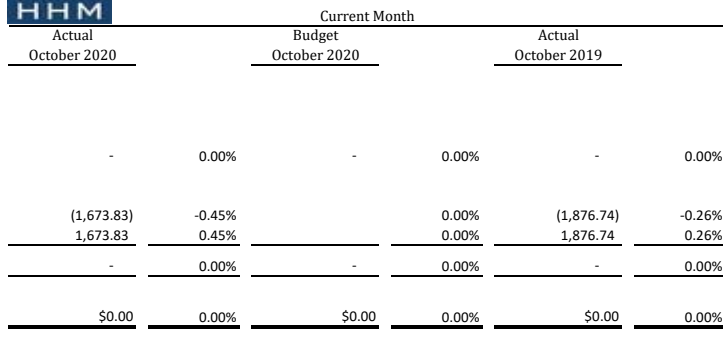
Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



209 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



Year-To-Date					
Actual October 2020		Budget October 2020		Actual October 2019	
-	0.00%	-	0.00%	-	0.00%
(17,324.22)	-0.45%		0.00%	(17,410.64)	-0.23%
17,324.22	0.45%		0.00%	17,410.64	0.23%
-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



200 Hyatt House Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
October 2020	October 2020	October 2019	October 2020	October 2020	October 2019



209 Hyatt House, Scottsdale
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Interest											
Interest											
85,161.78	22.93%	87,922.00	12.05%	87,391.84	12.14%	853,662.40	22.10%	879,220.00	11.56%	873,153.63	11.73%
\$85,161.78	22.93%	\$87,922.00	12.05%	\$87,391.84	12.14%	\$853,662.40	22.10%	\$879,220.00	11.56%	\$873,153.63	11.73%
Interest Expense											
Total Interest											



287-Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rooms Department Schedule											
Room Revenue Component Statistics											
3,720		3,720		3,720		36,600		36,600		36,480	
2,239		3,100		2,951		17,756		27,266		28,855	
60.19%		83.33%		79.33%		48.51%		74.50%		79.10%	
125.05		169.67		151.20		131.42		162.57		157.24	
75.26		141.39		119.94		63.76		121.11		124.37	
Revenue											
186,481.57	66.61%	430,729.00	81.89%	384,658.02	86.21%	1,998,283.79	85.64%	3,544,686.00	79.97%	3,619,947.24	79.79%
95,669.00	34.17%	95,245.00	18.11%	63,855.00	14.31%	347,725.00	14.90%	887,985.00	20.03%	959,349.53	21.14%
-	0.00%		0.00%	946.00	0.21%	400.00	0.02%		0.00%	946.00	0.02%
(2,170.98)	-0.78%	0.00	0.00%	(3,264.61)	-0.73%	(12,955.79)	-0.56%	0.00	0.00%	(43,120.24)	-0.95%
279,979.59	100.00%	525,974.00	100.00%	446,194.41	100.00%	2,333,453.00	100.00%	4,432,671.00	100.00%	4,537,122.53	100.00%
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
3,638.44	1.30%	4,184.00	0.80%	4,019.28	0.90%	37,488.63	1.61%	40,044.00	0.90%	35,830.73	0.79%
6,043.20	2.16%	5,518.00	1.05%	6,836.56	1.53%	57,984.67	2.48%	68,276.00	1.54%	66,344.62	1.46%
178.70	0.06%	3,849.00	0.73%	3,863.52	0.87%	7,757.04	0.33%	36,854.00	0.83%	30,354.55	0.67%
-	0.00%	6,508.00	1.24%	6,668.46	1.49%	15,458.03	0.66%	60,409.00	1.36%	61,126.83	1.35%
17,166.98	6.13%	39,331.00	7.48%	40,375.53	9.05%	184,667.09	7.91%	385,488.00	8.70%	399,006.80	8.79%
27,027.32	9.65%	59,390.00	11.29%	61,763.35	13.84%	303,355.46	13.00%	591,071.00	13.33%	592,663.53	13.06%
30.00	0.01%	301.00	0.06%	979.82	0.22%	450.00	0.02%	3,005.00	0.07%	5,495.23	0.12%
27,057.32	9.66%	59,691.00	11.35%	62,743.17	14.06%	303,805.46	13.02%	594,076.00	13.40%	598,158.76	13.18%
Payroll-Related Expenses											
917.01	0.33%	2,007.00	0.38%	2,010.87	0.45%	13,095.58	0.56%	22,881.00	0.52%	21,637.26	0.48%
366.90	0.13%	1,078.00	0.20%	733.05	0.16%	6,650.85	0.29%	14,049.00	0.32%	10,751.45	0.24%
385.37	0.14%	931.00	0.18%	1,024.43	0.23%	5,117.73	0.22%	9,311.00	0.21%	10,906.86	0.24%
1,669.28	0.60%	4,016.00	0.76%	3,768.35	0.84%	24,864.16	1.07%	46,241.00	1.04%	43,295.57	0.95%
28,726.60	10.26%	63,707.00	12.11%	66,511.52	14.91%	328,669.62	14.09%	640,317.00	14.45%	641,454.33	14.14%
Other Expenses											
236.61	0.08%	403.00	0.08%	566.38	0.13%	3,483.26	0.15%	3,544.00	0.08%	3,717.00	0.08%
799.94	0.29%	2,263.00	0.43%	1,540.33	0.35%	11,861.64	0.51%	19,904.00	0.45%	21,097.55	0.46%
63.46	0.02%	1,395.00	0.27%	1,283.47	0.29%	6,775.12	0.29%	12,270.00	0.28%	11,872.73	0.26%
-	0.00%	940.00	0.18%	964.90	0.22%	5,339.04	0.23%	8,267.00	0.19%	9,716.71	0.21%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	100.00	0.00%	-	0.00%
18.33	0.01%	19.00	0.00%	39.56	0.01%	779.06	0.03%	194.00	0.00%	521.04	0.01%
1,208.79	0.43%	10,912.00	2.07%	9,166.66	2.05%	33,031.18	1.42%	91,690.00	2.07%	100,371.69	2.21%
-	0.00%	3,844.00	0.73%	3,457.76	0.77%	8,046.09	0.34%	33,811.00	0.76%	34,478.77	0.76%
-	0.00%	0.00	0.00%	242.95	0.05%	2,750.62	0.12%	0.00	0.00%	2,053.10	0.05%
-	0.00%	1,200.00	0.23%	577.97	0.13%	4,447.31	0.19%	11,358.00	0.26%	13,202.44	0.29%
207.60	0.07%	-	0.00%	-	0.00%	1,140.41	0.05%	-	0.00%	904.87	0.02%
-	0.00%	24.00	0.00%	1,121.51	0.25%	13.80	0.00%	243.00	0.01%	2,406.40	0.05%
1,785.00	0.64%	1,725.00	0.33%	1,831.60	0.41%	16,852.35	0.72%	18,694.00	0.42%	18,797.20	0.41%
3,744.89	1.34%	8,942.00	1.70%	8,366.20	1.88%	51,610.19	2.21%	71,288.00	1.61%	83,793.62	1.85%
6,000.00	2.14%	7,364.00	1.40%	5,108.33	1.14%	60,895.83	2.61%	62,059.00	1.40%	62,697.15	1.38%
350.55	0.13%	809.00	0.15%	553.50	0.12%	2,180.25	0.09%	5,544.00	0.13%	5,285.25	0.12%
-	0.00%	-	0.00%	343.31	0.08%	-	0.00%	-	0.00%	798.04	0.02%
-	0.00%	-	0.00%	-	0.00%	373.33	0.02%	-	0.00%	-	0.00%
-	0.00%	0.00	0.00%	-	0.00%	-	0.00%	1,000.00	0.02%	857.75	0.02%
-	0.00%	-	0.00%	-	0.00%	2.80	0.00%	-	0.00%	11.30	0.00%
14,415.17	5.15%	39,840.00	7.57%	35,164.43	7.88%	209,582.28	8.98%	339,966.00	7.67%	372,582.61	8.21%
43,141.77	15.41%	103,547.00	19.69%	101,675.95	22.79%	538,251.90	23.07%	980,283.00	22.11%	1,014,036.94	22.35%
\$236,837.82	84.59%	\$422,427.00	80.31%	\$344,518.46	77.21%	\$1,795,201.10	76.93%	\$3,452,388.00	77.89%	\$3,523,085.59	77.65%



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
October 2020	October 2020	October 2019	October 2020	October 2020	October 2019



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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Current Month			Year-To-Date		
Actual	Budget	Actual	Actual	Budget	Actual
October 2020	October 2020	October 2019	October 2020	October 2020	October 2019



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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Hersha Hospitality Management LP
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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Other / Miscellaneous											
Revenue											
	0.00%		0.00%	-	0.00%	Banquet F&B Revenue-Select Svc	0.00%		0.00%	109.00	0.26%
60.00	3.69%	200.00	5.42%	280.00	6.39%	Banquet Svc Charge-Select Svc	3.84%	2,000.00	5.07%	2,490.00	5.96%
307.13	18.89%	1,250.00	33.87%	1,646.34	37.58%	Gift & Market Shop Taxable	20.29%	14,571.00	36.91%	15,255.11	36.53%
49.72	3.06%	15.00	0.41%	7.04	0.16%	Guest Groceries Revenue	0.42%	150.00	0.38%	128.02	0.31%
	0.00%	26.00	0.70%	31.50	0.72%	Guest Laundry/Valet	0.00%	182.00	0.46%	187.34	0.45%
240.00	14.76%	1,200.00	32.51%	1,360.00	31.04%	Meeting Room Rental-Select Svc	22.31%	12,000.00	30.40%	13,710.00	32.83%
969.34	59.61%	1,000.00	27.09%	1,055.99	24.10%	Other Miscellaneous Revenue	47.72%	10,575.00	26.79%	9,880.99	23.66%
-	0.00%		0.00%		0.00%	Audit Results	5.42%		0.00%		0.00%
1,626.19	100.00%	3,691.00	100.00%	4,380.87	100.00%	Total Other/Miscellaneous Revenue		39,478.00	100.00%	41,760.46	100.00%
Cost of Sales											
431.03	140.34%	800.00	64.00%	736.35	44.73%	Cost of Gift Shop Merchandise	36.63%	8,000.00	54.90%	7,141.10	46.81%
49.72	100.00%	7.00	46.67%	15.69	222.87%	Cost of Guest Groceries	128.34%	86.00	57.33%	233.79	182.62%
-	0.00%	51.00	196.15%	25.00	79.37%	Cost of Guest Laundry/Valet	0.00%	499.00	274.18%	912.53	487.10%
	0.00%		0.00%	-	0.00%	Cost of Vending	0.00%		0.00%	6.00	0.00%
480.75	29.56%	858.00	23.25%	777.04	17.74%	Total Other/Miscellaneous Cost of Sales	7.77%	8,585.00	21.75%	8,293.42	19.86%
<u>\$1,145.44</u>	<u>70.44%</u>	<u>\$2,833.00</u>	<u>76.75%</u>	<u>\$3,603.83</u>	<u>82.26%</u>	Departmental Income (Loss)	<u>92.23%</u>	<u>\$30,893.00</u>	<u>78.25%</u>	<u>\$33,467.04</u>	<u>80.14%</u>



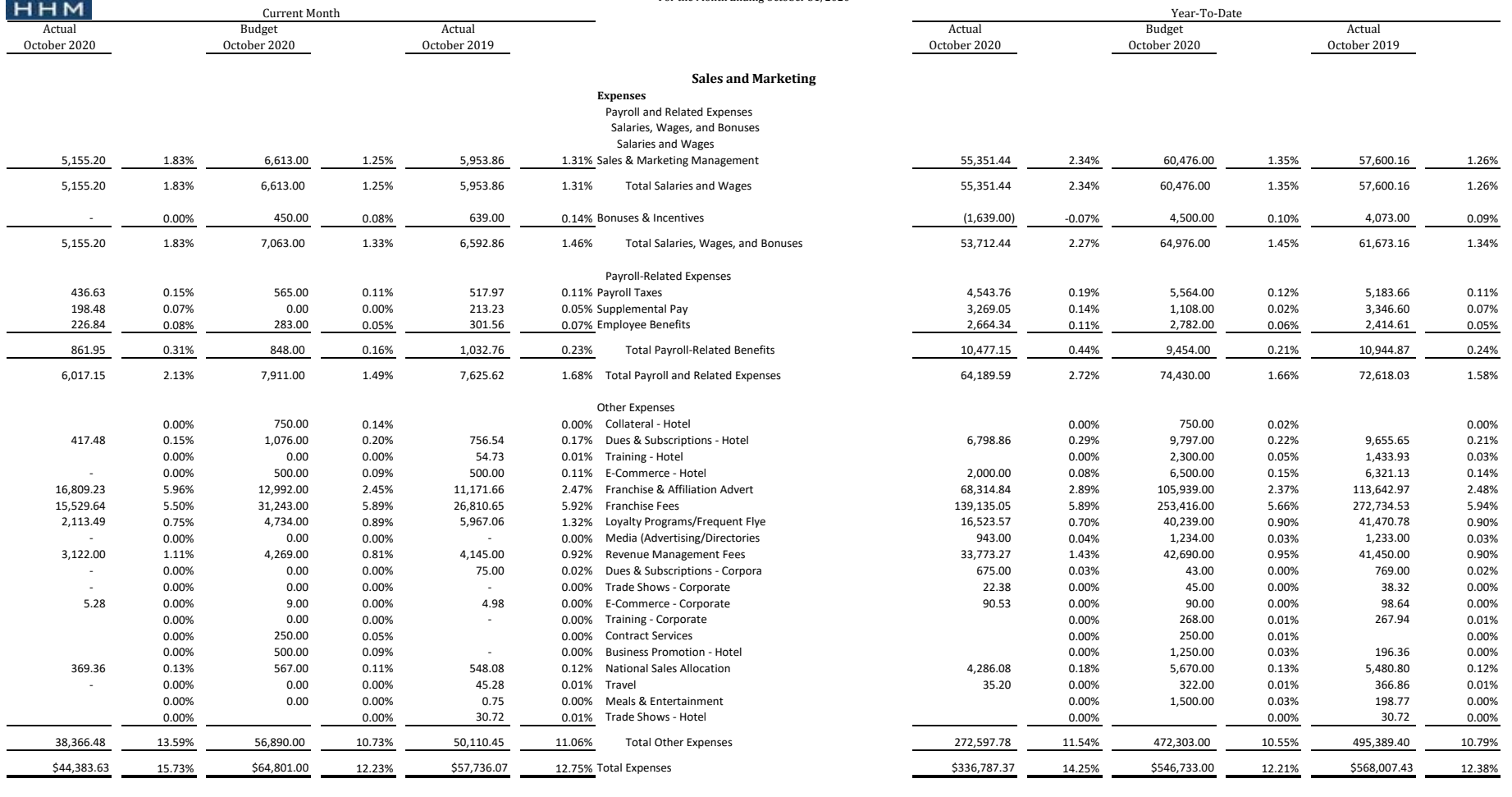
287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

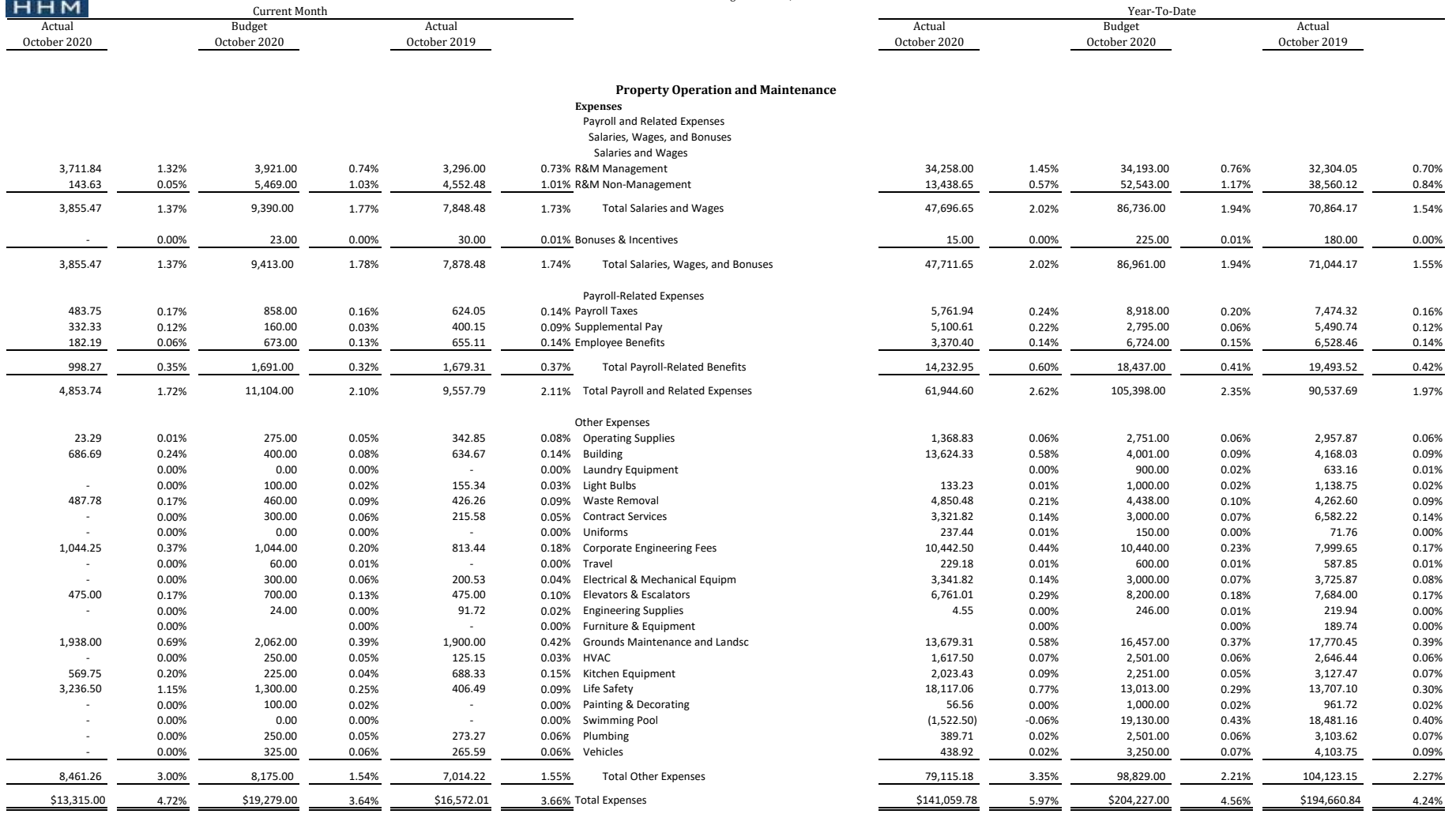
Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rentals and Other Income											
Revenue											
540.71	88.39%	346.00	100.00%	542.40	22.73%	4,233.38	84.95%	4,976.00	78.92%	5,172.69	48.07%
51.24	8.38%		0.00%	234.52	9.83%	542.18	10.88%		0.00%	1,850.52	17.20%
-	0.00%		0.00%	1,574.99	65.99%	-	0.00%		0.00%	2,375.43	22.07%
19.80	3.24%	0.00	0.00%	34.65	1.45%	207.90	4.17%	1,329.00	21.08%	1,363.02	12.67%
611.75	100.00%	346.00	100.00%	2,386.56	100.00%	4,983.46	100.00%	6,305.00	100.00%	10,761.66	100.00%
Total Rentals and Other Income											
\$611.75	100.00%	\$346.00	100.00%	\$2,386.56	100.00%	\$4,983.46	100.00%	\$6,305.00	100.00%	\$10,761.66	100.00%



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Administrative and General											
Expenses											
Payroll and Related Expenses											
Salaries, Wages, and Bonuses											
Salaries and Wages											
6,798.52	2.41%	7,537.00	1.42%	7,753.76	1.71%	66,109.26	2.80%	68,530.00	1.53%	54,544.42	1.19%
4,020.93	1.42%		0.00%		0.00%	23,286.84	0.99%		0.00%		0.00%
5,425.00	1.92%	1,225.00	0.23%	980.00	0.22%	39,438.75	1.67%	10,782.00	0.24%	25,839.50	0.56%
16,244.45	5.76%	8,762.00	1.65%	8,733.76	1.93%	128,834.85	5.45%	79,312.00	1.77%	80,383.92	1.75%
-	0.00%	550.00	0.10%	(281.00)	-0.06%	(905.00)	-0.04%	5,500.00	0.12%	4,750.00	0.10%
16,244.45	5.76%	9,312.00	1.76%	8,452.76	1.87%	127,929.85	5.41%	84,812.00	1.89%	85,133.92	1.85%
Payroll-Related Expenses											
459.09	0.16%	643.00	0.12%	525.58	0.12%	4,835.62	0.20%	11,563.00	0.26%	5,415.45	0.12%
404.20	0.14%	0.00	0.00%	440.95	0.10%	5,714.39	0.24%	1,342.00	0.03%	5,129.23	0.11%
1,479.58	0.52%	1,079.00	0.20%	1,014.97	0.22%	12,408.06	0.53%	10,789.00	0.24%	10,395.69	0.23%
2,342.87	0.83%	1,722.00	0.32%	1,981.50	0.44%	22,958.07	0.97%	23,694.00	0.53%	20,940.37	0.46%
18,587.32	6.59%	11,034.00	2.08%	10,434.26	2.30%	150,887.92	6.39%	108,506.00	2.42%	106,074.29	2.31%
Other Expenses											
-	0.00%		0.00%	-	0.00%	2,109.93	0.09%		0.00%	42.95	0.00%
-	0.00%	0.00	0.00%	-	0.00%	450.00	0.02%	360.00	0.01%	360.00	0.01%
-	0.00%	0.00	0.00%	203.56	0.04%	1,541.66	0.07%	1,000.00	0.02%	3,334.67	0.07%
-	0.00%	350.00	0.07%	-	0.00%	266.15	0.01%	700.00	0.02%	150.00	0.00%
	0.00%		0.00%	-	0.00%		0.00%		0.00%	113.06	0.00%
1,178.15	0.42%	1,300.00	0.25%	1,234.81	0.27%	12,107.25	0.51%	13,000.00	0.29%	12,413.83	0.27%
-	0.00%	130.00	0.02%	42.50	0.01%	2,111.84	0.09%	1,300.00	0.03%	1,181.50	0.03%
330.00	0.12%	330.00	0.06%	330.00	0.07%	3,300.00	0.14%	3,300.00	0.07%	3,300.00	0.07%
3,017.92	1.07%	3,018.00	0.57%	2,930.00	0.65%	30,179.20	1.28%	30,180.00	0.67%	29,300.00	0.64%
290.17	0.10%	290.00	0.05%	163.33	0.04%	2,901.70	0.12%	2,900.00	0.06%	1,633.30	0.04%
670.00	0.24%	575.00	0.11%	1,130.75	0.25%	8,912.68	0.38%	5,750.00	0.13%	5,530.58	0.12%
125.00	0.04%	0.00	0.00%	408.37	0.09%	4,138.10	0.18%	0.00	0.00%	6,994.44	0.15%
81.82	0.03%		0.00%	(336.45)	-0.07%	88.39	0.00%		0.00%	1,073.17	0.02%
6,300.96	2.23%	13,303.00	2.51%	11,808.11	2.61%	55,295.82	2.34%	116,657.00	2.60%	115,160.73	2.51%
(12.70)	0.00%		0.00%	(0.01)	0.00%	(21.82)	0.00%		0.00%	593.98	0.01%
1,017.70	0.36%	417.00	0.08%	972.99	0.21%	8,313.65	0.35%	8,399.00	0.19%	8,952.69	0.20%
(11.70)	0.00%	0.00	0.00%	-	0.00%	99.87	0.00%	0.00	0.00%	20.66	0.00%
30.67	0.01%	40.00	0.01%	49.31	0.01%	510.33	0.02%	400.00	0.01%	546.22	0.01%
-	0.00%		0.00%	13.75	0.00%		0.00%		0.00%	50.98	0.00%
-	0.00%		0.00%		0.00%	229.30	0.01%		0.00%		0.00%
-	0.00%		0.00%	-	0.00%	(800.00)	-0.03%		0.00%	-	0.00%
-	0.00%	50.00	0.01%	257.99	0.06%	561.98	0.02%	500.00	0.01%	7,060.94	0.15%
-	0.00%	150.00	0.03%	2.48	0.00%	127.82	0.01%	1,500.00	0.03%	2,137.42	0.05%
-	0.00%		0.00%		0.00%	2,629.50	0.11%		0.00%		0.00%
59.90	0.02%		0.00%	-	0.00%	95.92	0.00%		0.00%	-	0.00%
-	0.00%		0.00%	-	0.00%	(0.09)	0.00%		0.00%	(18.92)	0.00%
13,077.89	4.63%	19,953.00	3.76%	19,211.49	4.24%	135,149.18	5.72%	185,946.00	4.15%	199,932.20	4.36%
\$31,665.21	11.22%	\$30,987.00	5.85%	\$29,645.75	6.54%	\$286,037.10	12.10%	\$294,452.00	6.57%	\$306,006.49	6.67%







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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Utilities											
					Utilities						
4,394.48	1.56%	6,630.00	1.25%	7,059.90	1.56% Electricity	68,196.94	2.89%	89,105.00	1.99%	89,534.57	1.95%
740.97	0.26%	938.00	0.18%	816.92	0.18% Gas	7,753.77	0.33%	10,238.00	0.23%	10,116.21	0.22%
2,610.66	0.93%	3,610.00	0.68%	3,309.78	0.73% Water	26,904.10	1.14%	38,855.00	0.87%	38,555.55	0.84%
3,501.14	1.24%	3,739.00	0.71%	4,457.35	0.98% Sewer	35,043.84	1.48%	47,989.00	1.07%	48,706.56	1.06%
-	0.00%		0.00%		0.00% Energy Incentive Rebates	(4,547.53)	-0.19%		0.00%		0.00%
<u>\$11,247.25</u>	<u>3.99%</u>	<u>\$14,917.00</u>	<u>2.81%</u>	<u>\$15,643.95</u>	<u>3.45%</u> Total Utilities	<u>\$133,351.12</u>	<u>5.64%</u>	<u>\$186,187.00</u>	<u>4.16%</u>	<u>\$186,912.89</u>	<u>4.07%</u>



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Management Fees											
Management Fees											
8,466.52	3.00%	15,900.00	3.00%	13,588.86	3.00%	70,889.67	3.00%	134,353.00	3.00%	137,689.34	3.00%
\$8,466.52	3.00%	\$15,900.00	3.00%	\$13,588.86	3.00%	\$70,889.67	3.00%	\$134,353.00	3.00%	\$137,689.34	3.00%
Total Management Fees											



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Rent, Property and Other Taxes, and Insurance											
Rent											
73,057.71	25.89%	84,164.00	15.88%	81,791.67	18.06%	797,212.62	33.74%	841,640.00	18.79%	817,916.70	17.82%
73,057.71	25.89%	84,164.00	15.88%	81,791.67	18.06%	797,212.62	33.74%	841,640.00	18.79%	817,916.70	17.82%
Property and Other Taxes											
52,000.00	18.43%	48,539.00	9.16%	49,026.83	10.82%	478,846.01	20.26%	485,390.00	10.84%	489,787.63	10.67%
52,000.00	18.43%	48,539.00	9.16%	49,026.83	10.82%	478,846.01	20.26%	485,390.00	10.84%	489,787.63	10.67%
Insurance											
2,626.16	0.93%	3,407.00	0.64%	3,486.33	0.77%	28,582.52	1.21%	34,070.00	0.76%	25,168.51	0.55%
285.33	0.10%	285.00	0.05%	277.00	0.06%	2,853.30	0.12%	2,850.00	0.06%	2,770.00	0.06%
-	0.00%	-	0.00%	-	0.00%	25,000.00	1.06%	-	0.00%	(9,731.48)	-0.21%
4,303.11	1.52%	2,082.00	0.39%	2,081.72	0.46%	32,612.08	1.38%	20,820.00	0.46%	20,817.29	0.45%
7,214.60	2.56%	5,774.00	1.09%	5,845.05	1.29%	89,047.90	3.77%	57,740.00	1.29%	39,024.32	0.85%
<u>\$132,272.31</u>	<u>46.87%</u>	<u>\$138,477.00</u>	<u>26.13%</u>	<u>\$136,663.55</u>	<u>30.17%</u>	<u>\$1,365,106.53</u>	<u>57.77%</u>	<u>\$1,384,770.00</u>	<u>30.92%</u>	<u>\$1,346,728.65</u>	<u>29.34%</u>



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Current Month		
Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Actual	Budget	Actual
October 2020	October 2020	October 2019

Year-To-Date		
Actual	Budget	Actual
October 2020	October 2020	October 2019



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Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Payroll-Related Expenses											
Payroll Taxes											
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Employee Benefits											
(1,207.48)	-0.43%		0.00%	(1,353.85)	-0.30%	(12,499.92)	-0.53%		0.00%	(12,559.80)	-0.27%
1,207.48	0.43%		0.00%	1,353.85	0.30%	12,499.92	0.53%		0.00%	12,559.80	0.27%
-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%	-	0.00%
\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%	\$0.00	0.00%



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Current Month		
Actual	Budget	Actual
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Actual	Budget	Actual
October 2020	October 2020	October 2019



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<div><div>HMM</div><div>Current Month</div></div>						<div><div>Year-To-Date</div></div>																			
Actual		Budget		Actual		Actual		Budget		Actual															
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019															
Interest																									
Interest																									
85,052.93		30.14%		86,095.00		16.24%		85,927.18		18.97%		Interest Expense		851,121.13		36.02%		860,950.00		19.22%		841,852.38		18.34%	
\$85,052.93		30.14%		\$86,095.00		16.24%		\$85,927.18		18.97%		Total Interest		\$851,121.13		36.02%		\$860,950.00		19.22%		\$841,852.38		18.34%	



287 Residence Inn Greenbelt
Hersha Hospitality Management LP
For the Month Ending October 31, 2020

Current Month						Year-To-Date					
Actual		Budget		Actual		Actual		Budget		Actual	
October 2020		October 2020		October 2019		October 2020		October 2020		October 2019	
Other Fixed Expenses											
						Other Fixed Expenses					
729.96	0.26%		0.00%	914.26	0.20%	16,749.22	0.71%		0.00%	4,058.07	0.09%
						Owner's Expense					
\$729.96	0.26%	\$0.00	0.00%	\$914.26	0.20%	\$16,749.22	0.71%	\$0.00	0.00%	\$4,058.07	0.09%
Total Other Fixed Expenses											